Your monthly music forecast!

Fests at Fifty: 1969-2019
Tauren Wells
Cris Cab
Japanese Breakfast
Houses
and more

ISSUE NO. 62 MAY 2019

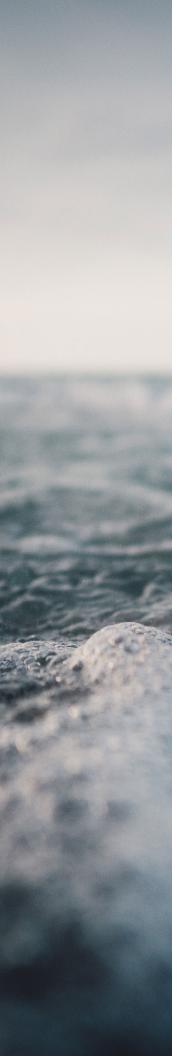


TABLE OF CONTENTS

4 EYE OF THE STORM

Fests at Fifty: 1969-2019

5 STORM TRACKER

J Balvin, Lizzo, Tame Impala, and Yungblud

6 STORM FORECAST

Festivals, Aladdin, Pride!, Cannes Lions, and E3

7 STORM WARNING

Our signature countdown of 20 buzzworthy bands and artists on our radar.

19 SOURCES & FOOTNOTES

On the Cover:

Ally Brooke (STORM No. 61) Photo by Nick Spanos ©2018

ABOUT THE STORM REPORT

STORM = STRATEGIC TRACKING OF RELEVANT MEDIA

The STORM Report is a compilation of up-and-coming bands and artists who are worth watching. Only those showing the most promising potential for future commercial success make it onto our monthly list.

How do we know?

Through correspondence with industry insiders and our own ravenous media consumption, we spend our month gathering names of artists who are "bubbling under". We then extensively vet this information, analyzing an artist's print & digital media coverage, social media growth, sales chart statistics, and various other checks and balances to ensure that our list represents the cream of the crop.

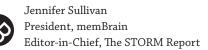
Why do we do it?

Music is the best way to sell products because it creates such a powerful emotional connection with an audience. The STORM Report provides our clients with a tool to harness the music that will be the most relevant to audiences in the near future, thereby becoming very useful for the enhancement of products, promotions, and platforms.

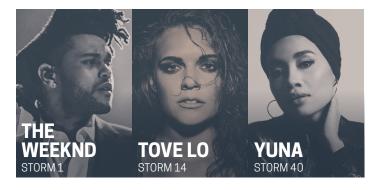
A LETTER FROM THE EDITOR

Coachella is now over, but the summer music festival season has just begun. Festivals, fifty years after Woodstock '69, have now become a lucrative (though still precarious) business for operators, brands, and artists alike. For this issue of The STORM Report, our team explores the evolving economics of festivals just in time for the summer of '19.

Peace & Love!



STORM ALUMNI



STORM STAFF

Jennifer Sullivan *Editor-in-Chief*

Natalie Armenian, Olivia Mell Assistant Editors

Olivia Mell Writer/Research

Natalie Armenian, Sabrina Sheth *Contributing Research*

Robert Roxby Designer

EYE OF THE STORM

Fests at Fifty: 1969-2019

By Olivia Mell

It's been 50 years since Jimi Hendrix closed out one of the most legendary cultural events of all time with his iconic rendition of "The Star-Spangled Banner," serenading an audience of bleary-eyed flower children sitting on the peaceful fringe of a world in tumult. The Woodstock Festival of 1969 marked a transformative time in sociopolitical history and set the stage for the evolution of music festivals as we know them today. The community that festivals inspire still hold transformative power, with fests like Global Citizen bringing people together in the spirit of inspiring real change.

The large-scale festivals of 2019 like AEG's Coachella paint a very different kind of financial picture than Woodstock '69. For one general admission ticket to the first weekend at Coachella, a concertgoer will spend \$429, which doesn't include shuttle passes, hotel reservations, merchandise, and sustenance. All in, the investment to attend Coachella can easily reach well over \$1,000 per person. In 2017, Coachella grossed a record-breaking \$114 million, with attendee numbers at 125,000 over the two weekends. So, at only a quarter of the attendance of Woodstock, Coachella is generating 60x the amount

But the music festival business itself has changed its skin. The landscape has gradually transformed from pay-a-quarter and "give peace a chance" to a multi-million-dollar industry, becoming a lucrative (though precarious) business for operators, brands, and artists alike. In this issue of The STORM Report, we explore the evolution of festivals - 50 years after Woodstock 1969 - with an eye to the future.

In August of 1969, a general admission ticket for the full three days of Woodstock was \$18 (equivalent to under \$125 in 2019). But as the powerful peace bug spread and the crowds began reaching 500K,

crowds began reaching 500K, the barriers were torn down and Woodstock became a **free event**. In fact, the majority of Woodstock attendees did not pay. It took nearly a decade for the organizers to turn a profit off of the festival, and they were paying off debts until the 1980s. Woodstock '69 ultimately grossed only \$1.8 million. It is worth noting that **Woodstock 50**, a star-studded festival planned to commemorate the 50th anniversary in Watkins Glen, NY this August, was recently cancelled by its investors (reportedly due to lack of proper site permits). And while the festival's founder and operations team insist that the show will go on in August, its future is still unknown.



of money. Other popular festivals like Electric Daisy Carnival and Outside Lands cost concertgoers between \$319-\$385 just to get in the door, with VIP passes costing close to \$1,700 per person. Even back in 2013, Bonnaroo VIP tickets went for over \$1,400 a pop.

Of course, ticket sales are not the only major revenue source for modern festivals. The second biggest source is brand sponsorship, often accounting for thirty percent of a festival's total revenue alone. The driving force behind brands' desire to sponsor festivals is the same spirit that fueled Woodstock in '69: they want to be a part

of something big, to get plugged into the zeitgeist, to personally and directly connect to their consumers. It goes beyond financial gain for the brand sponsors, with most measuring their ROI based on impressions, content creation, social reach, and brand engagement.

Paul Chibe, VP of US Marketing at Anheuser Busch told *Fortune* that when it came to Budweiser and music festivals, it was important for the brand to both continue its legacy as a "patron of music" and be known as a "leader in the music industry". When discussing Budweiser's own Made In America Festival Chibe remarked that "Music is a key part of who people are.... When people think of great music and the brands that enable it, we want them to think of Budweiser."

This year at Coachella, Heineken, a brand that's been an official sponsor of the festival for 18 years, struck a similar chord. Christine Karimi, Heineken's partnerships and consumer experience manager, described the brand's evolved relationship to the fest as being, at the core, about the music. Karimi said that the musicians at Coachella who come into the Heineken House are "having a moment here and they are sharing out to their followers. And that, to us, is the most authentic thing because it's the talent, the music."

It has become increasingly more difficult for brands to reach younger audiences through traditional advertising alone. And with a significant proportion of millennials attending festivals (born between 1981-1996), brands continue to invest in sponsorships and so-called "activations" to be a driving element of an attendee's overall festival experience. According to a study done by Eventbrite, seventy-eight percent of millennials choose to spend their money on an experience rather than a physical product. VP of global partnerships at AEG Will Dowdy explains brands' evolving attitude well by saying that "while [millennials] might be cynical of traditional logo sponsorship, if a brand is adding real value to their experience then they can be receptive. Brands have an opportunity to be tied to those lifelong memories."

At last year's Governor's Ball Music Festival on NYC's Randall's Island, DIRECTV Now (in partnership with experiential agency Blue Revolver) put up a larger-than-life retro boombox with an 80's themed urban playground surrounding it, inside which festival-goers could get a nostalgic trip through time and play DJ. At the same festival, Tito's Handmade Vodka (working with the Participation Agency) activated with its "Love" festival experience: a digital time capsule wherein people create video messages pledging for change that will be sent back to that person this year. Tito's commits to a different charity initiative at every festival it sponsors, and this is exactly the kind of message that in 2019 gets young people excited to participate.

In the words of Hans Christian Andersen, "Where words fail, music speaks." And where logo placement falls flat, a great experience or powerful message sticks. So, what better place for brands to take a nod from artists and reach people right in the sweet spotmusic?

Harkening back to the spirit that artists like Joe Cocker, Janis Joplin, and Jimi Hendrix brought to Woodstock, brands and artists (ahem, Beyoncé) are bringing back the cultural movement message to the festivals of today. As individuals and in partnerships, brands and artists are taking full advantage of the pulsing festival space. Donald Glover, a.k.a. Childish Gambino, partnered with Adidas and dropped a new shoe line in an activation at Coachella this year. AirDrop messages about the shoes were sent directly to concert-goers and were accompanied by a short film series that Glover made with Mo'Nique. The partnership, activation, and films are meant, as Glover stated, "to encourage people to think about how their stories can be told on their feet." Glover (as Childish Gambino) has a big platform speaking truth to power about racial politics, and he and Adidas have picked the fest as the perfect place to both continue the conversation, and of course make their "paper". And speaking of Beyoncé...

It would be morally remiss of me not to mention the at once nod to the transformative power of the festival and symbol of its future

direction that was #Beychella 2018. Being the first African American woman to ever headline there, Queen Bey used Coachella 2018 as the ultimate platform to pay tribute to Historically Black Colleges and Universities. She delivered an unforgettable performance—with an army of over 200 individualistic and powerful performers by her side—and sent a message that will live forever. She further immortalized the performance and her BEYGOOD initiative with her Netflix film *Homecoming*. Earlier this month, *Variety* announced that Beyoncé also landed a \$60M deal with Netflix, to include two more film projects yet to come— *picks up jaw from floor* ahem, Beyoncé.

In her *Homecoming* performance, the superstar turned twirling, flower-crowned fans by day into rhythmic diva queens by night. Historically, Coachella's audience demographic was lacking in diversity. This is what motivated Beyoncé to create an unconventional show specifically for the festival: "I have worked very hard to get to the point where I have a true voice and, at this point in my life and my career, I have a responsibility to do what's best for the world and not what is most popular."

Coachella and other festivals are increasingly becoming a forum for artists and brands to take a leadership position in promoting social good and building a community. Artists have always had a certain responsibility to point the culture towards good, and brands are happy to "get in formation" and follow suit. But it isn't an "either/or" situation. Festival organizers, brands, and artists can all profit from being a part of the festival experience and still make a social and cultural impact that resonates.

As we are in the throes of the 2019 festival season with Woodstock '69 reaching a 50-year milestone, festivals have evolved to the point where operators can both "work the numbers" and spark movements. It is no longer enough for a brand to slap a logo on an event stage or for artists to underestimate the power of a festival to make a lasting impact. To honor the legacy of the fests that came before and to continue to move society forward, brands and artists must make it count.

STORM TRACKER

The STORM rages on for our alumni artists. Here's what they were up to this month!



J BALVIN (STORM No. 35)

Colombian reggaeton artist **J Balvin** has no doubt become an international sensation. Recently, J Balvin has not only made his splash in North America on his Vibras tour, but he also performed at Coachella this year for the second time around, this time on his own stage.



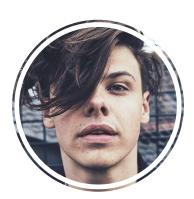
TAME IMPALA (STORM No. 1)

A mere four years after their Coachella debut in 2015, **Tame Impala** made it back to the Coachella stage in 2019, this time as a headlining band. The psychedelic group is set to perform at the We Love Green Festival in Paris on June 2nd and the Hurricane Festival on June 21st in Germany.



LIZZO (STORM No. 45)

30-year-old rapper **Lizzo** made her Coachella debut this past month. Lizzo recently released her new album *Cuz I Love You* on April 19th. Catch her as the voice of Lydia in the newly released animated film *UglyDolls*, alongside STORM alumna Bebe Rexha (STORM No. 16).



YUNGBLUD (STORM No. 47)

Yungblud, currently headlining a 2019 tour, recently collaborated with fellow STORM artist Halsey and Travis Barker (Blink-182) on their hit single "11 Minutes." He also performed the song at Coachella in a surprise appearance during Kayzo's set.

FESTIVALS

Festival season is upon us and we couldn't be more excited! **Electric Daisy Carnival**, the largest electronic music festival in America, returns to the Las Vegas Motor Speedway on May 17th. This year marks the second year of on-site camping at the Speedway and with improved accommodations and resources, we expect that it will be a worthwhile experience for those staying on-site. Up next, the Governor's Ball is set to take place at Randall's Island Park in NYC on May 31st. This year's lineup includes STORM alu<u>mni Jorja</u> Smith (STORM No. 56), Jessie Reyez (STORM No. 46), Amber Mark (STORM No. 58), and Deal Casino (STORM No. 61). Ringing in its 17th year, The Bonnaroo Music and Arts Festival begins on June 13th, and includes performances by STORM alumni Kacey Musgraves (STORM No. 13), RL Grime (STORM No. 7), and Brockhampton (STORM No. 51). Taking part in the music scene, the American Association of Independent Music is hosting Indie Week running from June 17-20 in NYC. This international conference will include keynotes, panels, receptions, and exclusive networking sessions.

Events and happenings for your radar.

STORM FORECAST

ALADDIN

(May 24)

Bringing inevitable nostalgia and renewed excitement upon us, Disney's Aladdin remake is making its theatre debut on May 24th, starring Will Smith as Genie, Mena Massoud as Aladdin, and Naomi Scott as Princess Jasmine. Embark on this magic carpet ride and get ready to feel like a kid again!

CANNES LIONS

(June 17-21)

Taking off June 17th at the Palais des Festivals et des Congrès in Cannes, France, Cannes Lions International Festival of Creativity returns for its 66th year, providing opportunities and access to explore the value of creativity in branded communications, consumer research, and emerging technologies. Confirmed speakers for this year's festival include Tesa Aragones, CMO of VSCO, actress Sophia Bush, and Academy Awardwinning film director Alfonso Cuarón.

PRIDE!

(May 31 - June 9)

Commencing May 31st for an entire fun-filled week, LA Pride week rings in its 40th year of celebrating the unique heritage and diverse cultures of the Los Angeles LGBTQ+ community and its allies. The festival will feature performances by Ashanti, Meghan Trainor, and STORM alumna Amara La Negra (STORM No. 57). The week comes to an end on June 9th with its annual LA Pride Parade, taking over West Hollywood's streets with joy and celebration.

E3

(June 11-13)

The Electronic Entertainment Expo, also known as E3, is where all gamers and professionals unite to get a bite of groundbreaking innovations and never-before-seen products. Beginning June 13th, The LA Convention Center will be filled with ready-to-connect video game enthusiasts and brands in varying parts of the interactive entertainment industry.

THE 20 ARTISTS ON OUR RADAR

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Listen to STORM REPORT artists on:



Watch STORM REPORT artists on:



STORM has a new formula!

Artists are now given a score out of 100 that takes several factors of music success into account, including streaming, social media influence, and industry support.

Click on the SoundCloud and

YouTube icons next to each artist on the chart for featured audio tracks and video performances.

Also, check out our comprehensive Spotify playlist and YouTube playlist by clicking on the buttons above.

SYMBOL KEY



Twitter



Facebook





Instagram



SoundCloud



Spotify



YouTube



Genre



Similar Artists

Rank	Artist	Audio/Video	Label	Target Demo	Score
1	TAUREN WELLS		Sony/Provident Music	20-somethings	35
2	CRIS CAB	8 0	CMG Records, Island Records, I Am Other	20-somethings, Young Adults	33.5
3	JAPANESE BREAKFAST		Yellow K Records, Dead Oceans	Young Adults, 30-somethings	27
4	HOUSES		Downtown Records	20-somethings, Young Adults	26.5
5	STELLA DONNELLY		Secretly Canadian, Healthy Tapes	High Schoolers, 20-somethings	23.5
6	MATT STELL		124 Records	20-somethings, Young Adults, 30-somethings	20
7	BLEACHED		Dead Oceans, Suicide Squeeze Records	High Schoolers, 20-somethings	19.5
8	SAYMYNAME		BUYGORE, Confessions, RCA, Interscope, Mad Decent, Thrive Music	High Schoolers, 20-somethings	19.5
9	CHARLY BLISS		Barsuk	20-somethings, Young Adults, 30-somethings	17.5
10	BRANDON RATCLIFF		Monument Records	20-somethings, Young Adults, 30-somethings	17.5
11	*REPEAT REPEAT		Dangerbird Records	20-somethings, Young Adults	14.5
12	PRONOUN		Rhyme and Reason Records	High Schoolers, 20-somethings	14
13	RAY BOUDREAUX		Independent	20-somethings, Young Adults, 30-somethings	14
14	BLAKE ROSE		Independent	High Schoolers, 20-somethings	13.5
15	ELI RAYBON		Supertoys	20-somethings, Young Adults	11.5
16	JAKE WESLEY ROGERS		Pon't Danic Music	20-somethings, Young Adults	11.5
17	BALTO		Total Reality Meltdown	20-somethings, Young Adults, 30-somethings	8.5
18	JASON HAWK HARRIS		Bloodshot Records	20-somethings, Young Adults, 30-somethings	8.5
19	WONDR		Independent	High Schoolers, 20-somethings	7.5
20	EDAN ARCHER		Rowan Records	20-somethings, Young Adults, 30-somethings	3.5



TAUREN WELLS

У 25К **f** 52K **©** 248K

→ Christian Rock/Pop ⊚ Ed Sheeran, Sam Smith

Pop artist, Tauren Wells, has been nominated for four Grammy's and was the 2018 GMA Dove Awards New Artist of the Year. Before starting his solo career, he was the frontman of the Grammy nominated band Royal Tailor. In 2017, Tauren Wells released his single "Love is Action", which stayed at #1 at CHR radio for a total of 8 weeks and later released his thought-provoking Grammy nominated single, "Hills and Valleys".

Photo provided by label ©2018



















☑ 2K **f** 3K **③** 3K

■ Alternative/Indie Jay Som, Soccer Mommy



☑ 39K **f** 21K ② 10K

◀) Soul ⊚ Adam Levine, Alabama Shakes



У 1.2K **f** 8K **©** 23K

♠ Alt-Pop ⑥ Shawn Mendes, Passenger



Indie rock artist Alyse Vellruto, also known as one-woman band pronoun, released her debut EP *There's No One New Around You* in 2016. Since, she has released numerous captivating singles, the most recent of which, "Sadie", was released on April 22, 2019. Pronoun's upbeat and often anthemic tunes are driven by emotional lyrics and a

Photo by Shervin Lainez ©2019

surprising vocal range.

Soul singer-songwriter Ray Boudreaux was one of the final 8 contestants on season 5 of NBC's *The Voice*. He released his EP *First Train* in April 2018 and landed the #2 spot on the singer-songwriter chart. The EP was recorded using vintage equipment and techniques, giving the songs a retro and soulful sound.

Photo by Annie Rabalais ©2018



Alt-pop artist Blake Rose brings a wisdom to his music that is far beyond his years. His debut single "Hotel Room" features poetic lyrics that paint a vivid mental picture while listening.

Photo by Daniel Prakopcyk ©2019







Country artist Jason Hawk Harris released his debut EP Formaldehyde, Tobacco, and Tulips in 2017. With crooning vocals and thoughtful lyrics, his songs are both upbeat and vulnerable, giving him crossover potential with fans.

Photo by Daley Hake ©2018

JENNIFER'S TOP PICK!



SOURCES

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