



Health Alliance
For Austin Musicians
2016 Annual Report

THE MORE THINGS CHANGE

THE MORE THE
NEED FOR HAAM
STAYS THE SAME

DEAR FRIENDS OF HAAM:

The year 2016 ushered in a lot of change and uncertainty about the future of healthcare and the Affordable Care Act. But because of you, HAAM continues to be a beacon of stability and support for thousands of Austin musicians.

The truth is HAAM has gotten really good at riding the changing tides of the healthcare landscape. For the past few years, we have seamlessly adapted to shifting policies and programs. And today, because of your loyal and generous support, HAAM is serving more musicians than ever before.

With all of the changes in healthcare, it's harder than ever to navigate the healthcare system. In response, in 2016, HAAM introduced new navigation and case management services to help our musician members get the healthcare they need.

At HAAM, we have always been proud of our innovative and collaborative service model. We continue to partner with Foundation Communities, Central Health and Seton Healthcare Family. The St. David's Foundation and Capital Area Dental Foundation also partner with HAAM to ensure we provide dental care to our musician members. Our relationships with the SIMS Foundation for mental health services, Estes Audiology for hearing services and Prevent Blindness Texas for vision care are just more examples of how we work together for the good of musicians.

Our amazing HAAM staff is always looking to do more to keep music in Austin alive and well. With that in mind, HAAM added a Hepatitis C program and also launched a restorative dental care program which has helped dozens of musicians with more complex dental needs.

Everything around us may be changing, including Austin itself, but HAAM's mission and passion is eternal. Our hardworking HAAM Board of Directors, of which I was privileged to chair in 2016, is more committed than ever to providing its members access to quality and affordable healthcare.

With your support, HAAM intends to remain a steady, constant source of comfort and stability for the hundreds of musicians who count on us every day.

Sincerely,



Chris Adams

2016 Chair, HAAM Board of Directors

FINANCIALS

REVENUE:

Foundation Support	\$476,375
Special Events	\$730,389
Individual Contributions	\$492,537
Interest & Dividends	\$1,745
In-Kind Professional Services	\$576
Total Revenue:	\$1,701,622

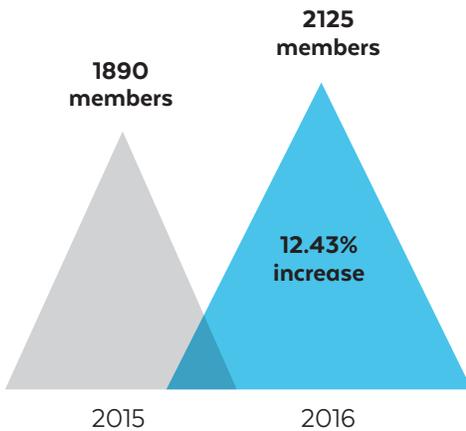
EXPENSES:

Fundraising	\$278,664
Management/General	\$90,633
Program	\$1,115,639
Total Expenses:	\$1,484,936

SUMMARY:

Change in Net Assets	\$216,686
Net Assets, Beginning of Year	\$1,213,145
Net Assets, End of Year	\$1,429,831

HAAM MEMBERS:



*The financials reflected above are unaudited numbers.

PROGRAM IMPACT

HAAM SERVICES PROVIDED IN 2016:

Eligibility and Insurance Enrollment:

1,762 eligibility appointments during Open Enrollment
363 eligibility and renewal appointments outside of Open Enrollment
 Provided by Health Alliance for Austin Musicians

Primary, Specialty & Inpatient Care:

\$1,708,694 in inpatient care
\$163,000 in outpatient visits including **824** clinic visits for **258** members and **50** specialty visits
 Provided by Seton Healthcare Family

Premium Assistance:

\$256,835 in insurance premiums for **681** members
 Provided by Central Health
\$125,000 in insurance premiums for **72** members
 Provided by Seton Healthcare Family

Dental:

1,420 dental visits to **785** members
 Provided by St. David's Foundation in partnership with the Capital Area Dental Foundation

Behavioral Health:

473 members received behavioral health services
 Provided by SIMS Foundation

Hearing:

380 hearing screenings and custom fit ear plugs
 Provided by Estes Audiology

Vision:

200 vision screenings and free pairs of glasses
 Provided by Prevent Blindness Texas

ECONOMIC IMPACT OF LIVE MUSIC IN AUSTIN:

\$2 billion in economic revenue in the City of Austin
\$38 million in local tax revenue each year
8,000+ working musicians in Austin

THANK YOU

TO OUR AFFILIATE
SERVICE PROVIDERS





PHOTO COURTESY OF SANDIE WARD PHOTOGRAPHY

“

I credit HAAM for saving his life. Without it, I'm sure he wouldn't be here today.”

– RICKEY BLANKENSHIP
wife of Arley Blankenship

ARLEY BLANKENSHIP

Smiles in the Hill Country

Arley and Rickey Blankenship live among the rolling hills of Wimberley in the Texas Hill Country. Husband and wife are both musicians with an eclectic bent, but a deep love for the blues and jazz. The couple signed up for HAAM in 2013.

Although Arley is enrolled in Medicare, the program doesn't cover everything, so he utilizes HAAM for dental care, services which his wife Rickey credits with saving his life. That's because prior to receiving dental work through HAAM, Arley had a dangerously elevated platelet count, putting him at high risk for heart attack and stroke. Arley's doctors told him his condition was usually caused by one of two things: genetics or a reaction to something else going on in the body. That something else may very well have been periodontal (gum) disease.

After experiencing debilitating weakness and fatigue, Arley reached out to HAAM. With help from its affiliate

service provider, the Capital Area Dental Foundation, Arley was connected to Dr. Karen Knight, who over the course of several months, extracted eight of Arley's teeth. "As soon as I had those teeth pulled, I immediately felt better," said Arley.

Arley is also a beneficiary of HAAM's new Advanced Restorative Care Program, which is helping him pay for a full set of dentures. "When I found out that I was eligible for the new program, I was just floored," he said.

Dr. Michael Shedlosky, an oral surgeon, pulled four more of Arley's teeth to help prepare for the dentures. Arley and Rickey are deeply grateful HAAM is a part of their lives. "The world we live in is difficult at best," said Rickey. "But it is a wonderful thing to know that there are people out there who care and support organizations like HAAM. You are saving lives and saving live music, all over, not just in Austin."

HAAM BENEFIT DAY 2016

HAAM Benefit Day is one of the most iconic days in Austin. In its 11th year, HAAM Benefit Day raised over \$500,000 for affordable healthcare for Austin musicians. The much-anticipated event brought the entire Austin community together for a day full of unbeatable live music at 200 venues throughout the city.

From day one, Whole Foods Market has been by HAAM's side as Presenting Sponsor. We couldn't ask for a better partner. Thank you to the entire community who once again came out to show their love and support for Austin's legendary musicians. And of course, our heartfelt thanks to the more than 200 businesses that pledged a percentage of their entire day's sales to HAAM.

Our HAAM Benefit Day Committee rose to the occasion and then some. A special thank you to committee chair, Jay Painter, our wonderful HAAMbassadors and to the HAAM staff for working around the clock to create the magic that is HAAM Benefit Day.

Mayor Steve Adler with the HAAM Benefit Day team



2016 HAAM Benefit Day Committee

- Jay Painter (Chair)
- Troy Campbell
- Bettina Dahl
- Keith Donahoe
- Malayna Ellis
- Brian Estes
- Zack Flores
- Darcy Hardy
- John T. Kunz
- Heather Ladage
- Matthew Long
- Jason McNeely
- Ron Ramelli
- Catarina Sigerfoos
- Alison Silverstein
- Ted Smith
- Tim Taylor
- Lauren Urban

Nakia & the Blues Grifters kicked off the day at 6AM at Whole Foods Downtown



Michael Cross at Whole Foods Domain



Vallejo at the Guero's Oak Garden



Marco Gutierrez of the Dirty River Boys at the RECA Showcase



The Minor Keys at the CLS Showcase at Jack Allen's Kitchen



Ray Benson



Ray Benson and Asleep at the Wheel



RAY BENSON'S ANNUAL BIRTHDAY BASH

After a short hiatus, HAAM was excited to help bring back Ray Benson's Annual Birthday Bash in 2016! This long-standing Austin tradition (which benefits HAAM), unofficially kicks off the annual SXSW Music Festival and is regarded by the Austin music scene as THE party of the year.

Guests enjoyed exclusive access to performances by the legendary Ray Benson and Asleep at the Wheel plus his slew of friends, which was topped off by none other than the King of Country - George Strait.

In 2016, Ray Benson's 65th Birthday Bash raised more than \$87,000 for HAAM through sponsorships, a silent auction and onsite donations. Special thanks to Presenting Sponsor Delaware North as well as sponsors Chevron, David & Deborah Bourke, Chris Mattsson, John McHale, Morris Glass and the St. David's Foundation.

Be sure to save the date for next year's party, March 13, 2018! For information on sponsorships and tables, email Rikki Hardy at rikki@myhaam.org.

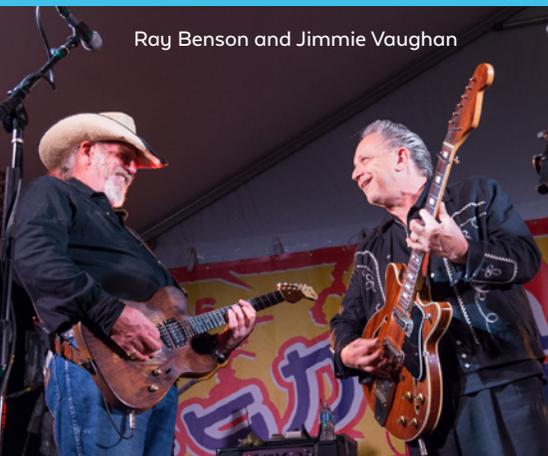
George Strait



Avett Brothers



Ray Benson and Jimmie Vaughan



Ray Benson's Lifelike Birthday Cake





HAAM really proves that Austin values its musicians and is on a completely different level of caring than any other city.”

- DEVAN MULVANEY



DEVAN MULVANEY

Healing Through Music

Two years ago, Devan Mulvaney had just finished recording his first album in Brooklyn when he lost his parents and sister to a tragic car accident. For the better part of a year, Devan was left to sort out his parent’s estate and cope with the devastating loss of his entire family, all of whom were successful musicians.

About a year later, Devan and his girlfriend, Lucy, moved to Austin looking for a fresh start in a supportive music community. “After the accident, I decided that I really needed to put all of my focus on my music,” said Devan, who held down a full-time job while recording his first album. “Time is too short.”

Devan had health insurance through his employer in New York, but had no coverage when he moved to Austin. “We were stressed about what we were going to do about health insurance,” he said. But then his best friends, Jonny and Carley Wolf of The Ghost Wolves, told him about HAAM. “I was blown away by how helpful and open HAAM was with me. We were up and rolling within a few months,” he said.

HAAM has enabled Devan to continue weekly therapy sessions to help him cope with his tragic loss. “After

the accident, I knew I was completely out of my depth about how to process what happened,” said Devan, who began therapy soon after the accident. “Every single day, week and month present me with new challenges, but the weekly sessions with my therapist really help balance me out.”

Devan’s debut album, “Whippersnapper,” dropped on October 13, 2017, with three of the tracks featured on the NPR program “Echoes.” “When you deal with a loss this big, a lot of times you ask yourself, ‘what’s the point of going on?’ For me, I kept reminding myself, ‘I need to finish this record.’ It kept me grounded and helped me focus on something joyful, while everything else was spinning around me. To complete this project and play music again reminds me that life is still possible.”

Devan plans to tour next year and is comforted to know that he has HAAM as his guardian angel. “The biggest thing HAAM gives me is peace of mind. When everything happened to me, there were so many unknown variables, so many things to worry about,” he said. “Knowing that I have health coverage alleviates some of my stress, especially when I am on the road.”



PHOTO COURTESY OF SANDIE WARD PHOTOGRAPHY

DJ SHANI

Coming Back Strong

One night, six months after being diagnosed with multiple sclerosis (MS), DJ Shani was working a fundraiser, using a cane to stabilize herself. She met a HAAM staff member and within four days was signed up for HAAM.

“That was the beginning of my relationship with HAAM,” said DJ Shani.

Before moving to Austin in 2009, DJ Shani was a prominent player in Chicago’s House Music scene. Twice a week, she had a residency at a legendary dance club and on Saturday nights she deejayed an iconic radio show.

When DJ Shani was first diagnosed with MS, she applied for other health coverage programs and disability, but was denied. “I had no family in Austin and fell into a crazy depression. When your body doesn’t work, what are you supposed to do?” she said.

Through HAAM, DJ Shani has been able to find security and support. She has a primary care physician at Seton’s McCarthy Community Health Center who monitors her MS. Regular acupuncture helps manage her chronic pain. When DJ Shani was diagnosed with thyroid cancer, HAAM helped cover surgery to remove a goiter that was making it hard for her to breathe and swallow. To help her cope with the stress of living with a chronic disease, HAAM connected DJ Shani to the SIMS Foundation for counseling services.

DJ Shani is excited to see Austin changing and becoming more open to new kinds of music. But she is also grateful that HAAM is a constant fixture in the city’s ever-changing music scene. “I feel like every single city with a significant creative community needs something like HAAM so that musicians can stay healthy and functional,” she said. “If you love Austin and love live music, you should support HAAM.”

“

Getting diagnosed with multiple sclerosis really threw me for a loop. It’s like having the ultimate rug pulled from underneath you. Now that I have HAAM, I don’t feel so alone. I can see a doctor. I feel like I have support.”

– DJ SHANI



2016 CORPORATE BATTLE OF THE BANDS

On May 13, 2016, the 10th Annual Corporate Battle of the Bands raised over \$120,000 to support HAAM and its healthcare programs for Austin’s working musicians. The annual event, made possible by Presenting Sponsor Cirrus Logic and Stage Sponsor H-E-B, packed the house at ACL Live at the Moody Theater with fans coming out from all over the city to support their friends and colleagues.

The show, which was emceed by KLBJ’s B-DOE, featured live performances by the employees of sponsoring companies: Cirrus Logic, H-E-B, Athenahealth, Intel, RetailMeNot, Seton Healthcare Family and Wenzel Spine. Thank you to our panel of celebrity judges, including Amy Simmons, founder of Amy’s Ice Creams, Mark Murray, Sun Radio DJ and former KVUE chief meteorologist, Kevin Curtin from the Austin Chronicle and Joe King Carrasco, the king of Tex-Mex Rock n Roll, all of whom had the daunting task of crowning the year’s winners.

Winners:

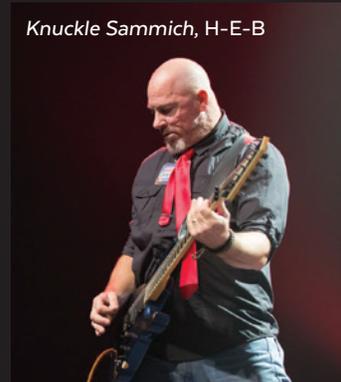
Grand Prize: *Our Suns*, Cirrus Logic

Best Song: *PI*, Athenahealth

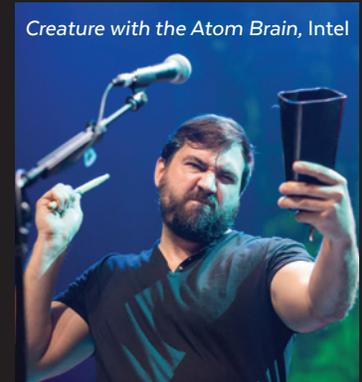
Best Showmanship: *Kings of the Night Time World*, Wenzel Spine

Fan Favorite: *Our Suns*, Cirrus Logic

The Grand-Prize winner walked away with one day of recording at Bismieux Studio with a sound engineer, four 3-Day Passes to Austin City Limits Music Festival, a band photo shoot with professional photographer Annie Ray (including rights to images), an on-air interview with B-DOE on KLBJ FM and a \$400 gift certificate to Strait Music.



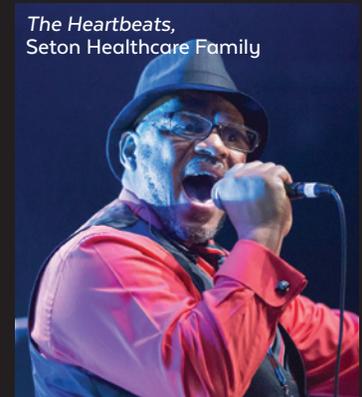
Knuckle Sammich, H-E-B



Creature with the Atom Brain, Intel



The Wailsharks, RetailMeNot



The Heartbeats, Seton Healthcare Family

Best Showmanship:
Kings of the Night Time World,
Wenzel Spine



A special thank you to the 2016 Corporate Battle of the Bands Committee co-chairs, Stephen Jeffrey and Clint Strait, and to the hardworking Corporate Battle of the Bands Committee: Kim Couch, Conley Covert, Tamra Jones, Matthew Long, Carl McQuery, Bill Schnell, Catarina Sigerfoos, Tim Taylor and Janson Woodlee.

“

Even though Austin has changed, HAAM has been a constant source of comfort and support for me, something that truly sets Austin apart from other cities.”

– JDUB

JDUB

Embracing Change

JDub, the frontman for digital dream pop band, Astrotheque, is an accomplished vocalist, seasoned multi-instrumentalist, producer and longtime educator. He was also one of the first musicians to sign up for HAAM.

“When HAAM first came along, it really did seem too good to be true,” said JDub.

Like many working musicians, JDub works hard to maintain multiple streams of income. After studying at Baylor University, he enrolled in a career school for audio production. Years later, he landed a job teaching production and songwriting. He has also served as director of worship in several Austin churches and has toured in New York City twice with his original music. His passion project, Astrotheque, is a joint venture with Venezuelan producer Claudio Ramirez.

JDub works hard to stay healthy and is a strong believer in preventive care. He sees the dentist twice a year

for checkups and is diligent about using his custom earplugs provided by HAAM’s affiliate service provider, Estes Audiology. When he threw his back out, HAAM covered 80 percent of the cost of his emergency room visit. These days, JDub manages his back pain with chiropractic care, which is also made affordable by HAAM. He has used the SIMS Foundation for counseling and is grateful to have had access over the years to affordable mental health services.

Like many of his fellow HAAM members, JDub is full of praise for the medical providers who open their doors to HAAM members. He not only appreciates the excellent care he receives, but how it is delivered.

JDub has seen a lot of changes in Austin, but is optimistic about the music scene and the city’s future. “I can’t even imagine what Austin would be like without HAAM,” said JDub. “But I do know that Austin wouldn’t be able to call itself the live music capital of the world without it.”

HAAM DEVELOPMENT COUNCIL

HAAM Development Council is a dedicated group of music lovers and supporters joined together to Keep Music in Austin Alive and Well.

The Development Council's mission is to bring awareness to the need for musicians in Austin to have access to affordable healthcare services, and how HAAM makes that possible. Members act as advocates for HAAM and work to expand the organization's visibility and impact in the community.

With an annual donation of \$1,000, members receive special invitations to four private music events throughout the year, plus advance notice of other special events.

To learn more about how you can join the Development Council, email Veronica Martinez, Director of Development at veronica@myhaam.org.

SPECIAL THANKS

HAAM has over 400 HAAMBassadors, our dedicated volunteers who selflessly give their time and talents to show their love. We could not do it alone, and are grateful for every one of them.



CURRENT BOARD OF DIRECTORS

Chris Adams, Maxwell Locke & Ritter LLP

Marcia Ball, Marcia Ball Band

Emmett Beliveau, C3 Presents

Ray Benson, Asleep at the Wheel

Olga Campos Benz, Milton Verret

Keith Carmichael, Marsh & McLennan

Keith Donahoe, Frost Bank

Scott Gillmore, Emmis Austin Radio

Kate Henderson, Seton Healthcare Family

Lisa Hickey, Panacea Collection

Stephen Jeffrey, Broadway Bank

John T. Kunz, Waterloo Records & Video

Heather Ladage, Austin Business Journal

Matthew J. Long, Cayetano Development

Earl Maxwell, St. David's Foundation

Nikelle Meade, Husch Blackwell LLP

Diana Resnik, Diana Resnik Consulting

Catherine Robb, Haynes and Boone, LLC

Alison Silverstein, Alison Silverstein Consulting

Tim Taylor, Jackson Walker LLP

Richard Topfer, Castletop Capital/Topfer Family Foundation

Emeritus Member

Edward Safady, Prosperity Bank

CURRENT HAAM STAFF

Reenie Collins, Executive Director

Stephanie Askins, Program Services Coordinator

Alex Beyer, Office Manager & Volunteer Coordinator

Emily Fredericks, Program Services Coordinator

Rachel Hanss Blair, Chief Operating Officer

Rikki Hardy, Marketing & Fundraising Coordinator

Veronica Martinez, Director of Development

Jane McMurrey, Marketing & Events Specialist

Karl Toft, Lead Eligibility Specialist



Our Mission: Health Alliance for Austin Musicians provides access to affordable healthcare services for Austin's low-income, working musicians, with a focus on wellness and prevention.

KEEPING MUSIC IN AUSTIN ALIVE & WELL

For more information about how you can help keep music in Austin alive and well, check out our new website!

www.myhaam.org



CONTACT US

Health Alliance for Austin Musicians • 3010 South Lamar Blvd. • Suite 200 • Austin, Texas 78704
[512-541-HAAM \(4226\)](tel:512-541-HAAM) • info@myhaam.org • www.myhaam.org



@myhaam

If you are a musician or know a musician who may benefit from HAAM services, please contact us at 512-541-HAAM (4226) or at support@myhaam.org. We're here to help!