

APRA  
AMCOS

# MUSIC IN HOTELS AND BARS

Licensing Enquiries 1300 852 388 [licence@apra.com.au](mailto:licence@apra.com.au) [www.apraamcos.com.au](http://www.apraamcos.com.au)

APPLY NOW

**This licence covers the use of music in hotels, pubs, bars, taverns, breweries and casinos. It does not cover music at clubs, accommodation hotels, karaoke bars, motels, nightclubs or restaurants.**

Music is an essential part of a lively hotel and bar business. Our licence allows you to use music from any legal source to make your place a great spot for people to enjoy time with family and friends, to be entertained, eat well and drink responsibly.

## Why do I need a licence?

If you use copyright music in your hotel or bar you need permission (a licence) from the authors of that music. By 'use' we mean anything from playing the radio, turning on a TV in the reception area, copying music from one device to another, streaming music through an iPad, piping music through your phone system, using a background music supplier, organising a concert and more. Securing an APRA AMCOS licence will meet your legal obligations under the Copyright Act.

## Who is APRA AMCOS?

APRA AMCOS (which stands for the Australasian Performing Right Association and the Australasian Mechanical Copyright Owners Society) is a non-profit organisation which licenses rights in music on behalf of 95,000 members linked with 170 affiliated similar organisations worldwide. We pay your annual licence fees directly back to the songwriters, composers and publishers who own the music you're using. Legal alternatives to securing an APRA AMCOS licence are on page 4.

You can get independent information at [www.copyright.org.au](http://www.copyright.org.au).

Specifically, under our licence you may use music at your premises as background music, featured music including live performances, DJs and recorded music for dance use, dance use and music on hold. You will need extra licences from us if you have other music uses – for example in a **dance class** or a **function centre**.

## Will the rates change?

Apart from yearly CPI reviews in some areas, APRA AMCOS will not increase or change licence fees without first consulting the industry.

## Music means business

Playing music can encourage your customers to stay longer, spend more and visit more often.

**80%** of pubs and bars say music relieves tension and awkward silences.

**80%** of pubs and bars believe customers and staff would complain if the music was switched off.

**56%** of pubs and bars said they would rather lose a day's trade than permanently stop playing music for customers.

**68%** of pubs and bars agree that music encourages repeat business.

**73%** of pubs and bars agree that playing music increases sales or results.

**93%** of pubs and bars agree that playing music creates a better atmosphere for customers.

From [musicworksforyou.com](http://musicworksforyou.com)



Birdhouse Bar, Wagga Wagga, NSW

## How long does the licence last?

Licences are ongoing and renew each year. If you no longer need our licence (e.g. if you cease to use music), you can terminate with one month's notice to us.

SUPPORTER OF:



## How much does it cost per year?

### BACKGROUND MUSIC - GENERAL AREAS

Tablets, smartphones, CD players, background music systems	\$201.01 each device per zone
Radios and small TVs (groups of four small TVs are charged as one large screen TV)	\$130.08 each
Large Screen TVs (105cm/42inch or larger)	\$413.85 each
Audio Jukeboxes	\$295.60 each
Video Jukeboxes	\$413.85 each

### BACKGROUND MUSIC - FOR DEDICATED RESTAURANT/DINING AREA WITH ITS OWN SOUND SOURCE

	Up to 300m <sup>2</sup>	More than 300m <sup>2</sup>
Tablets, smartphones, CD players, background music systems	\$136.47	\$272.97
Radios and small TVs	\$109.19	\$136.47

### MUSIC ON DEVICES

	Up to 500 tracks	Up to 1000 tracks	each additional group of 500 tracks thereafter
Required when using digital/streaming services, or reproducing/copying from one material form to another	\$156.08	\$260.11	\$104.05

### MUSIC ON HOLD

	1-5 external phone lines	6-10 external phone lines
Playing through phone system	\$155.75	\$245.94
Copying for phone system	\$38.94	\$61.49

### DJ PERFORMANCES (NO DANCING)

Whichever is the greater of:  
1.859% of Gross Sums Paid for Admission or 16.093 cents per person admitted to the area

### LIVE MUSIC PERFORMANCE

If you pay the musicians a fee and no share of door receipts OR there is no admission charge	2.2% of your annual gross spending on musicians
If you pay the musicians a share of door receipts but no fee	1.65% of the total share of total annual door receipts you pay the musicians or their agents
If you pay the musicians a fee AND a share of door receipts	2.2% of your gross spending AND 1.65% of total share of door receipts you pay the musicians or their agents

### FUNCTIONS LET TO THIRD PARTIES

\$3.54 per hundred persons (or part thereof) of the Capacity of the Premises multiplied by the number of functions per year at which music is performed subject to a minimum annual fee of \$70.47

### KARAOKE

Each day of Karaoke	\$19.19
---------------------	---------

### RECORDED MUSIC FOR DANCE USE

For each person attending the venue on the night where recorded music is used for dance use.	\$0.8783
--	----------

Rates include 10% GST and are not negotiable. Fees will increase by CPI each year. Licence fees are renewed and may be reassessed each year to take into account any changes in your music use.

# MUSIC IN HOTELS AND BARS

Licensing Enquiries 1300 852 388 licence@apra.com.au www.apraamcos.com.au

## Example 1.

Lisa's hotel has a separate small dining area to its main bar area. In the main bar there are four small screen television sets which are used to play free-to-air channels and Foxtel, and another four TAB screens. Upstairs in the dining area she is using background music sourced from a tablet onto which she has made copies of music and selected playlists. On Saturday nights the bistro section is cleared of furniture and turned into a dance area. Lisa now wants to provide another form of featured music (a DJ, live performance or karaoke) on Fridays with free admission.

TYPE OF USE	TARIFF NEEDED	CALCULATION	COST
Four small screen TVs*	Background music TV (charged as one large screen)	4 x \$130.08 = \$520.32 but capped at \$413.85	\$413.85
Background music in separate dining area	Dining - Background music	Dining area less than 300m <sup>2</sup> \$136.47	\$136.47
	Copying music (up to 500 tracks)	\$156.08	\$156.08
DJ - <b>with</b> dancing on Saturday night	Recorded Music for Dance Use	Nightly patrons 100 x 87.83c x 52 weeks	\$4,567.16
<b>CURRENT COST</b>			<b>\$5,273.56</b>
EXTRA COST FOR FEATURED MUSIC OPTIONS			
Live Artist	Live Music	Gross expenditure on the artist: \$600 @2.2% x 52 weeks	\$686.40
DJ - no dancing	Featured Recorded Music	Nightly patrons: 80 x 16.093c x 52 weeks	\$669.47
Karaoke	Karaoke	\$19.19 x 52 days	\$997.88

\*Note that TAB and Keno screens are not counted because they have no audio.

## Example 2.

Sam's hotel has background music playing from a tablet that can be heard throughout the hotel. In the public bar and lounge area there are two large TV screens playing free-to-air TV that can be heard by his customers in those areas. Sam wants to provide live music twice a week and estimates the musicians or their agents will receive \$800 per week.

TYPE OF USE	TARIFF NEEDED	CALCULATION	COST
Background music system (tablet)	Background music	\$201.01	\$201.01
Copying music	Background music copying (up to 500 tracks)	\$156.08	\$156.08
Two large screen TVs	Background music	2 x \$413.85	\$827.70
<b>CURRENT COST</b>			<b>\$1,184.79</b>
EXTRA COST FOR TWO NIGHTS OF LIVE ARTISTS			
Live Artist	Live	Artist's share of door receipts: \$800 per week from the door receipts @1.65% x 52 weeks	\$686.40

## What does **APRA AMCOS** do with my fees?

We care about ensuring the licence fees you pay are distributed in the most efficient and accurate way possible. We deduct our expenses from the revenue we receive and then distribute your fees to the songwriters, composers and music publishers whose works we have licensed to you.

This means for every dollar we collect, about 86 cents is returned to music creators. At 13.78 per cent, our operational costs compare very favourably to organisations providing the same service overseas.

- Fees from Recorded Music for Dance Use and Featured Recorded Music tariffs are distributed according to data we receive from the **ARIA** (Australian Recording Industry Association) **Club Chart** (45%), **music recognition software** in venues like nightclubs and hotels (45%), and **selected radio airplay logs** (10%).
- If you use a background music supplier, we have arrangements with many to pay your fees directly to the **music they report to us**.
- Fees from live music are distributed according to **live performance returns** submitted by our members and music copyright societies.

## When do I pay?

You pay when you first take out the licence, then just once a year. If your APRA AMCOS licence fee is more than \$500, we will put you on quarterly payments (with no interest). Extended payment terms are available. To find out more contact our Customer Support Team on 1300 852 388.

## Comments and complaints

We care about the service we give you and we welcome your feedback. If you'd like to comment on our service, email [licence@apra.com.au](mailto:licence@apra.com.au).

Read about our [formal complaints procedure here](#).

## Disputes

If you do not agree with how we apply this licence to your business, with our fees, or with any of our services, you can use our convenient dispute resolution system. Email [disputes@apra.com.au](mailto:disputes@apra.com.au) or call 02 9935 7900.

Read about our [dispute resolution system here](#).

## Other licences

If you are using sound recordings controlled by PPCA contact PPCA at [ppca.mail@ppca.com.au](mailto:ppca.mail@ppca.com.au) (02) 8569 1111.

**APRA AMCOS (the Australasian Performing Right Association and the Australasian Mechanical Copyright Owners Society) is a rights management organisation which licenses performing, communication and reproduction rights in music on behalf of 95,000 members and 145,000 licensees with 170 affiliated organisations worldwide.**

## Do I have to go through **APRA AMCOS** to play music in my business?

There are a couple of ways to get permission to play music in your business.

**APRA AMCOS Licence.** Our licence provides the easiest and most cost-effective way to access public performance rights to the world's repertoire of music.

**Direct Licensing.** Our members may license their music directly to music users, including for live performances and you are free to discuss this with them. You can find more details on our website under [Dealing directly with copyright owners](#).

**Promoted Concerts.** We usually license national promoters directly for all dates in a tour, including any at hotels. APRA AMCOS will advise you if the promoter has included your venue on their licence agreement. If so, you do not need to include box office figures for these performances in your annual declaration of music use.

## What music can I use if I have an **APRA AMCOS** licence?

We've done the hard work for you so our licence allows you to use **virtually any commercially released music** from anywhere around the world.

## Need some help?

If you need advice on where to find music or what works best in your business, we'd be happy to help. Call our Customer Support Team on 1300 852 388 or speak to your local APRA AMCOS representative.



## Need more information?



Contact our Customer Support Team on 1300 852 388 or email [licence@apra.com.au](mailto:licence@apra.com.au).