

MUSIC IN RESTAURANTS & CAFÉS



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

APPLY NOW

This licence covers the use of music in restaurants and cafés.

(Milk bars, takeaway shops, and coffee kiosks are licensed under our retail scheme.)

Why do I need a licence?

If you use copyright music in your restaurant or café you need permission (a licence) from the authors of that music. By 'use' we mean anything from playing the radio, turning on a TV, copying music from one device to another, streaming music through an iPad, piping music through your phone system, using a background music supplier, streaming music on your website, 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 3.

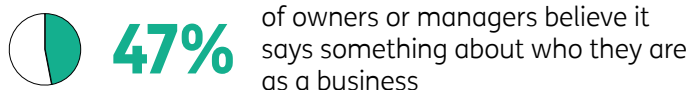
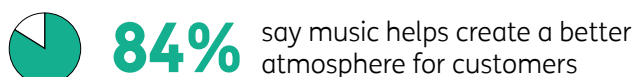
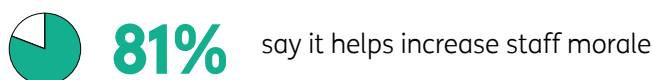
You select the ways in which you want to use our music and pay according to the price schedule. There are bundled discounts available for multiple uses and if you use background music, we're giving you a **complimentary licence for one night of live music** to give you the opportunity to appreciate how live music can work for your restaurant/café.

You can get independent information at www.copyright.org.au.



Music means business

Research shows people appreciate the improvements that music can bring to a restaurant or café.



From musicworksforyou.com

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 restaurant or café, we'd be happy to help. Call our Customer Support Team on 1300 852 388 or speak to your local APRA AMCOS representative.



How much does it cost per year?

BACKGROUND MUSIC IS USED IN MY RESTAURANT/CAFÉ/ON MY WEBSITE	PRICE (INC GST)
Music on your Website ONLY	\$172.88
Background Music in your restaurant/café ONLY	\$288.13
Background Music in your restaurant/café + Music on your Website	\$366.70

LIVE PERFORMERS (INCLUDING DJs AND/OR KARAOKE)	PRICE (INC GST)
Featured Music Performances ONLY (up to 12 nights per annum)	\$172.88 <i>(+\$11.53/night in excess)</i>
Background Music in your restaurant/café + Featured Music Performances (up to 12 nights per annum)	\$403.37 <i>(+\$11.53/night in excess)</i>
Background Music in your restaurant/café + Featured Music Performances (up to 12 nights per annum) + Music on your Website	\$471.48 <i>(+\$11.53/night in excess)</i>

UNLIMITED MUSIC OPTIONS	PRICE (INC GST)
Background Music in your restaurant/café + Music on your Website + unlimited annual Featured Music Performances	\$942.95

LIVE PERFORMERS OR DJs WHERE THE ADMISSION PRICE IS \$20 OR MORE	PRICE (INC GST)
Premium Featured Music Performances	2.2% of the total amount paid by the patrons of the restaurant/café (Gross Sums Paid for Admission) for Premium Featured Music Performances

To give you an appreciation of how live music can work for your restaurant/café, if you take out Background Music in your restaurant/café we will provide you with a complimentary licence for one night's performance of live music. If it works for you, and you want to use live music more often, just let us know and we'll adjust your invoice accordingly.

If you select any of the Background Music options and your Background Music is provided by a Background Music Supplier, you may be eligible for a reduced background music licence fee.



Example.

Hank's cafe has a background music licence, but he now wants to provide a broader range of music so he is going to trial the use of live music by booking a band to play on Friday night. He currently pays a Background Music licence fee of \$288.13. His one night trial of a Featured Music Performance is complimentary under this licence.

After a successful trial Hank decides he would like to go ahead with the featured music on the last Friday of every month for the year. His new licence fee is \$403.37 for the combined use of Background Music plus up to 12 nights of Featured Music Performance per year.

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

We care about ensuring the licence fees you pay are distributed in the most economical 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 background music, music on hold and copying go into royalty pools and are distributed according to data on music use from **radio stations**, **ARIA** (Australian Recording Industry Association) **chart placings** and **music video channels**.
- If you use music from certain background music suppliers, we distribute your licence fees according to the **data reported to us** by those suppliers

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.

Read about our formal complaints procedure here: apraamcos.com.au/feedback

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 or call 02 9935 7900.

Read about our dispute resolution system here: apraamcos.com.au/adr

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.

Will the rates change?

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

APRA AMCOS (the Australasian Performing Right Association and the Australasian Mechanical Copyright Owners Society) is a collective 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.

This fact sheet is a guide only. Refer to the licence for full terms and conditions.

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.

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

There are several 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.

Background Music Supplier. If you use an authorised background music supplier to provide the music at your premises, it may be that they can also provide you with all the necessary music licences you need. Feel free to contact us to see if you are already covered.

Direct Licensing. Our members may license their music directly to music users and you are free to discuss this with them. You can find more details on our website under Dealing directly with copyright owners: apraamcos.com.au/deal-direct

Re-recorded or "PPCA-Free" Music. Some music suppliers re-record popular tracks using session musicians and singers. Although the product is not the original recording, you still need our licence because the lyrics and melodies are not changed and remain represented by us.

Royalty-Free Music. Some music suppliers offer recordings of music which they claim is outside our repertoire and so does not need our licence. If you wish to use a "Royalty-Free" music product, please contact us and we will check whether any extra licences are needed.

Other licences

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



Need more information?

Contact our Customer Support Team on 1300 852 388 or email licence@apra.com.au.