



APRA
AMCOS

MUSIC IN CLUBS

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

APPLY NOW

This licence covers the use of music in clubs, including but not limited to community venues, including bowls, golf, RSL, leagues, ethnic and workers clubs. It does not cover music at hotels, pubs, bars, taverns, casinos, karaoke bars, motels, nightclubs, restaurants/cafes or accommodation hotels.

Why do I need a licence?

If you use copyright music in your club 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. The Australian legislation is based on the authority of the Australian Constitution.

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.

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, 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 such as ClubsAustralia.

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.

Music means business

Playing music in hospitality venues such as clubs, pubs or nightclubs can encourage your customers to stay longer, spend more and visit more often.

80% say music relieves tension and awkward silences.

80% believe customers and staff would complain if the music was switched off.

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

68% agree that music encourages repeat business.

73% agree that playing music increases sales or results.

93% agree that playing music creates a better atmosphere for customers.

From musicworksforyou.com



Need some help?

If you need advice on where to find music or what works best in your hotel, 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 - GENERAL AREAS

Tablets, smartphones, CD players, background music systems	\$204.63 each device per zone
Radios and small TVs (groups of four small TVs are charged as one large screen TV)	\$132.43 each
Large Screen TVs (105cm/42inch or larger)	\$421.30 each
Audio Jukeboxes	\$300.93 each
Video Jukeboxes	\$421.30 each

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

	Up to 300m ²	More than 300m ²
Tablets, smartphones, CD players, background music systems	\$138.92	\$277.88
Radios and small TVs	\$111.16	\$138.92

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	\$158.55	\$264.79	\$105.92

MUSIC ON HOLD

	1-5 external phone lines	6-10 external phone lines
Playing through phone system	\$158.55	\$250.36
Copying for phone system	\$39.64	\$62.60

DJ PERFORMANCES (NO DANCING)

Whichever is the greater of:
1.859% of Gross Sums Paid for Admission or 16.379 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

\$3.61 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 \$71.73

KARAOKE

Each day of Karaoke	\$19.53
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RECORDED MUSIC FOR DANCE USE

For each person attending the venue on the night where recorded music is used for dance use.	\$0.8783
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Example 1.

An RSL club has two dining areas, as well as a bar and lounge with background music with a different music source. The bar and lounge have eight small television screens; four playing free-to-air channels and Foxtel, and four with Keno. The club also has a TAB area with one large screen showing tab text and another showing Fox Sports. A music on hold system is used across 5 phone lines throughout the premises and every Friday and Saturday nights the club showcases live acts. He pays the live acts \$500 a gig, \$1,000 a week.

The RSL licence fees are \$204.63 for their background music system in the general area, 4 x \$132.43 (capped at \$421.30) for their four small screen TVs playing Foxtel and the same for their large screen TV with Fox Sports (\$421.30), no charge for their small screen TVs playing Keno or their large screen TV with TAB Text, \$158.55 for their 5 phone lines and the live performers twice a week for 52 weeks of the year is \$1,144 (2.2% of \$1,000 x 52 weeks).

The total licence fee is \$2,349.78 per year.

Example 2.

The Club Manager is wanting to boost the atmosphere of the club. He recognises that the bar area is too small for a dance floor and thinks a DJ will draw more patrons. He is thinking of hosting the DJ every second Thursday and will admit 50 patrons.

The DJ - No Dancing rate applies here, as Featured Recorded Music. 50 patrons a night x \$0.16379 x 26 weeks of the year is \$212.93.

Example 3.

A Motor Yacht Club has a dining and lounge area, which uses an iPod for background music copying about 500 tracks per annum. A music on hold system is used across 3 phone lines throughout the premises and the lounge area has one large TV playing Fox Sports. The Club holds 6 third party functions a year with an average of 100 attendees per function. It also opens its doors to free live entertainment to its patrons on 35 weekends paying the artist \$500 a performance, and has 10 live artist shows ticketed with the artist being paid a \$1,000 share of door receipts.

The Motor Yacht Club licence fees are \$138.92 for their background music system in the dining area, \$158.88 for copying the 500 tracks via the iPod, \$158.55 for their 3 phone lines, \$421.30 for their large screen TV, plus their live artist and function fees.

The live performance fee is their gross expenditure (\$500) on artists fees for 35 weeks of the year x 2.2% plus for some shows, a share of door receipts go to the artist - \$1,000 a week x 1.65% for 10 weeks, a total live performance fee of \$550.00.

The function space capacity of the Motor Yacht Club is 100 patrons, so 1 (hundred) x \$3.61 x 6 functions a year, \$21.66. The minimum rate for functions is applied - \$71.73.

The total fees for music on hold, TV screen, music in the background, for functions and live performances is \$1,499.38 per year.



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.

How long does the licence last?

Licences are ongoing and renew each year. Your licence will continue unless it is terminated by either party with at least one month's notice.

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.

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 or call 02 9935 7900.

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

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.

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

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

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 clubs. 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.



ClubsNSW

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.