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Licensing Enquiries 1300 162 162 hello@onemusic.com.au onemusic.com.au September 2020



SIGN UP NOW

Why do I need a OneMusic licence?

- Shows your organisation respects and supports songwriters and recording artists, creators of Australian culture.
- Permission. If you use music that is protected by copyright within your business, Commonwealth legislation requires permission (a licence) from the creators of that music. You can read independent legal information at copyright.org.au.
- The big one. You benefit by using music: keeping your patrons entertained, engaged and creating a better atmosphere.

Music creators generally authorise two organisations to administer their rights and collect their royalties in Australia. A OneMusic licence bundles all those rights into one licence and simplifies the process of gaining the required permission to use our music. If you wanted to use our music, and you did not have this licence, you would, for example, need to deal directly with the composers, songwriters, music publishers, recording artists and record labels who own the rights in the music you wish to use.

Your licence explained

<p>Background music for Location – go to page 2</p> <p>Digital Delivery/ Copying – go to page 2</p>	<p>Website Use – go to page 2</p> <p>Dining – go to page 4</p>	<p>Featured Recorded Music – go to page 5</p> <p>Live Music Performance – go to page 6</p>	<p>Recorded Music Performance – go to page 6</p> <p>Karaoke – go to page 7</p>	<p>Recorded Music For Dance Use – go to page 9</p> <p>Standalone Functions – go to page 10</p>	<p>OR</p> <p>All Inclusive – go to page 8 (Excludes Recorded Music for Dance Use and Standalone Functions)</p>
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For examples of how this licence works in practice, see page **12**.

Where does the money go?

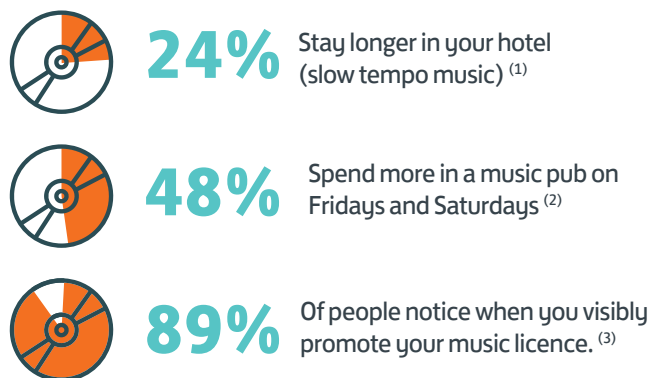
OneMusic distributes the fees it collects to APRA AMCOS and PCCA, the bodies behind the licensing initiative. After the deduction of administration and operational costs, all fees collected are distributed to members or licensors (according to a range of sample data and other data sources for other uses of music). All fees quoted include GST.

Our fees include GST so 10% is paid to the Australian Tax Office as GST. Did you know OneMusic’s licence fees are fully tax deductible?

What music can I use?

We’ve done the hard work for you so our licence covers you to use any of our music, which includes the vast majority of all commercially released music from around the world.

Draw on the power of music



Supporting Music Creators







































Last year the bodies behind OneMusic paid a royalty to more than 1.4 million songs, and more than 50,000 local songwriters and recording artists.

Let’s be honest: music creators have earned this money. They’ve earned it through the hard work it took to reach the stage of being a professional songwriter or recording artist and they’ve also earned it by putting thousands of hours into creating a product businesses want to use.

1. Background Music for Location

Playing our music as background music in general areas of your location (including attached bottle shops) including music in film and TV programs – NOT music that is prominent in your venue and NOT music by a live band or a DJ, or music used in your Dining or Standalone Function area or in Fitness Classes.

How much does it cost per year?

Sapphire	Diamond	Platinum
\$3,410.30	\$2,137.80	\$1,221.60
 10+ TV Screens  Any number of Radios  Any number of Music Systems and Music Video Screens  Workplace Music (excl branch and head office staff)  Telephone on Hold (up to two Caller Capacity Lines)	 7-9 TV Screens  Any number of Radios  Any number of Music Systems and Music Video Screens  Workplace Music (excl branch and head office staff)  Telephone on Hold (up to two Caller Capacity Lines)	 2-6 TV Screens  Any number of Radios  Any number of Music Systems and Music Video Screens  Workplace Music (excl branch and head office staff)  Telephone on Hold (up to two Caller Capacity Lines)
 Digital Copy/Delivery Plus \$407.20	 Digital Copy/Delivery Plus \$407.20	 Digital Copy/Delivery Plus \$407.20
 Website Use Plus \$559.90	 Website Use Plus \$559.90	 Website Use Plus \$559.90
Gold	Silver	Bronze
\$534.45	\$203.60	\$132.34
 Single TV Screen  Any number of Radios  Single Music System  Workplace Music (excl branch and head office staff)  Telephone on Hold (up to two Caller Capacity Lines)	 Single TV Screen  Any number of Radios  Telephone on Hold (up to two Caller Capacity Lines)	 Single TV Screen  Single Radio  Telephone on Hold (up to two Caller Capacity Lines)
 Digital Copy/Delivery Plus \$407.20	 Website Use Plus \$559.90	 Website Use Plus \$559.90
 Website Use Plus \$559.90	 Website Use Plus \$559.90	 Website Use Plus \$559.90

In cases where a Location is open fewer than 150 days a year, a 50% deduction will be applied on the relevant Background Music for Location package rate.

What do the terms in the tables above mean?

TV Screens are any screens that carry free-to-air or pay television (including FoxSports) and that play sound, including if it's via an associated audio source. TV Screens do not include screens **exclusively** playing racing or betting services or screens that do not have an associated audio source - Sole, dedicated Keno, TAB and Sky Sports screens are excluded.

Music Systems cover a range of different devices used to play music including systems provided by background music suppliers, audio jukeboxes, and PCs, tablets & smartphones – or if you are old school, CD or record players. If you're playing a radio service through an app like TuneIn or the ABC Listen App or playing an internet-only radio station like Apple Beats 1, this requires "Music System" cover and you will therefore need one of the Gold, Platinum, Diamond or Sapphire packages depending on your other uses of music. Music Systems don't include TV Screens, Radios or Music Video Screens.

Music Video Screens are any screens that show music videos from a recorded source (e.g. background music supplier, video jukebox or DVD) or taken from the internet (e.g. YouTube).

Radios are just that, a device that you only use to play terrestrial radio stations like Triple J, Nova or talk-back radio.

Workplace Music is our music when it is played by or for your staff including for example music on employees' headphones or radios while working. The licence for Workplace Music under the Sapphire, Diamond, Platinum and Gold Packages will cover your Location including bottle shops and the like but does not cover your head office or branch offices of your organisation.

Telephone on Hold is our music when it is used on your on hold system, if you have one.

There are a number of music uses that require a licence that includes **Digital Copy/Delivery**.

Digital Copy/Delivery is required if you download or access our music for your business from a personal/non-commercial digital music service, such as Spotify. You should be aware that, a OneMusic Australia licence only gives you permission to use our music at your business; it does not override the Terms of Use of the personal digital music service you are using, nor give you permission to use that particular music service for a commercial purpose – that permission can only come from the owners of that service.

You will also need a licence from us that includes Digital Copy/Delivery if you make any physical or digital copies of our music (such as copying one CD to another, or copying a digital download file). By choosing Digital Copy/Delivery, you are entitled to copy up to 2,000 music tracks.

You do not need to include Digital Copy/Delivery in your licence if you are only playing our music from original CDs that you have bought (and not subsequently copied) or you're playing our music from a commercial background music service such as "Apple Music for Business" (a list of background music services is available here - backgroundmusicguide.com.au). Depending on your use of our music and the arrangements the background music service has with OneMusic Australia, you may not need to get a licence directly from OneMusic Australia. Your background music service provider may already include a OneMusic Australia licence as part of its service package. Check either with us or your commercial music supplier to confirm.

Website Use provides you with the necessary additional cover if you use our music on your business' website. The music you use can only be played in the background of your website and is subject to a number of other limitations, which can be found in clause 2.2 of the Licence Agreement Terms and Conditions available at onemusic.com.au. These limitations mean that the music cannot itself generate any revenue, you must use between 10 and 15 different music tracks, you can't use more than one track of a particular artist or group (so the music doesn't give the appearance that the artist or group are endorsing your venue), you can only use legal copies when putting the music on your website and, finally, the music itself can't be interactive (where the user can choose and change the music they listen to).

What cover do I need?

You will need to declare the use of our music either online through our eCommerce portal or on a licence agreement. It's important that your declaration is truthful and accurate.

For the use of our music as background music use in your hotel you will need to have a look around to see how you are using music. Once you've done this – for example by counting the number of TV Screens (associated with sound) and Music Systems at your venue you should select the package that best provides the necessary cover. For example if you have 5 TV Screens (associated with sound), 2 Music Video Screens and a single Music System, you only need the Platinum package. If you have 12 TV Screens (associated with sound), then no matter what your other background music sources are you will need the Sapphire package, see example on page 12 of this Guide. A 'video wall' counts as one TV Screen or one Music Video Screen as the case may be.




Next you need to check if you need the **Digital Copy/Delivery** cover and/or **Website Use** cover. If you have a website and there's no music on it, there's nothing to pay, but if you do use our music, then you will need to put the Website Use fee on top of the background package. You are not going to need the Digital Copy/Delivery cover if you are only playing music from the radio, or directly from a CD purchased by you or a background music supplier like MoodMedia or Qsic. However, you will need to take this cover if you've copied our music from a CD or download, or are using our music from a personal digital music streaming service like Spotify or Apple Music.

If you use, play or perform our music at your venue you may need other licences or permissions in addition to your OneMusic licence: for example if you have bands playing you will still require relevant licences from your state government, or if you are playing a personal domestic music service you will still require permission from the operator of that streaming service.

2. Background Music for Dining

How much does it cost per year?

If you are playing different background music in your Dining Areas, you will need to add a separate Background Music for Dining package.

Dining Package A	Dining Package B	Dining Package C
 Unrestricted number of devices playing our music from: <ol style="list-style-type: none"> an online stream or a music download via a personal digital music service or other online source; a "commercial background music supplier"; a commercial recorded music format, such as CD or vinyl record; an internet TV/radio or VOD service; and/or a terrestrial or digital broadcast through TV and/or radio. 	 Unrestricted number of devices playing our music from: <ol style="list-style-type: none"> a "commercial background music supplier"; a commercial recorded music format, such as CD or vinyl record; an internet TV/radio service; and/or a terrestrial or digital broadcast through TV and/or radio. 	 Unrestricted number of devices playing our music only from a terrestrial or digital broadcast through TV and/or radio.

Period	Dining Area Capacity (Seating)	Dining Package A	Dining Package B	Dining Package C
1 July 2019 – 31 August 2020	7 - 15	\$700	\$300	\$150
	16 - 30	\$950	\$550	\$190
	31 - 50	\$1,350	\$950	\$330
	51 - 100	\$1,400	\$1,000	\$350
	101+	\$1,450	\$1,050	\$365
1 September 2020 – 31 August 2021	7 - 15	\$790	\$340	\$173
	16 - 30	\$1,070	\$620	\$219
	31 - 50	\$1,520	\$1,070	\$380
	51 - 100	\$1,580	\$1,130	\$403
	101+	\$1,635	\$1,185	\$420

The rates above may be reduced depending on your circumstances.

- A deduction of 50% applies if your hotel/motel Dining Area is only open for staying guests of your venue and not the general public.
- A deduction of 48.25% if your hotel does not use PPCA Sound Recordings at all in your Dining Area or has an alternative licence (e.g. directly with a record label) covering the use of all PPCA Sound recordings played in your Dining Area.
- A deduction of 48.25% if your hotel does not use APRA Works and AMCOS Works at all in your Dining Area or has an alternative licence.
- You may be eligible for multiple deductions.
- In cases where a Location is open fewer than 150 days a year, a 50% deduction will be applied on the relevant Background Music for Dining package rate.

Background Music for Dining fees will gradually increase for two years following 1 September 2020 with the final year of phase-in (31 August 2022 - 1 September 2023) for largest capacity seating area of 101+ set at \$1,800 for Dining Package A, \$1,305 for Dining Package B and \$540 for Dining Package C. Full phase-in rates for all seating capacity levels see onemusic.com.au/dining.

What do the terms in the table above mean?

Dining Area Capacity means the seating capacity of each of your Dining Areas.

A **Dining Area** is an area within your premises that is open to the public with at least seating for seven people. The primary function of the Dining Area is the sale of food and importantly the music played in the dining area is different to that which is audible in any other area of your venue. If you do not provide food or you do not have a Dining Area that fits this definition, then there's no Background Music for Dining fee required for your venue.

What cover do I need?

Firstly you need to check whether you are playing our music in a Dining Area as we have defined above. Next, check to see how you're using our music and where it is sourced from. This will determine which of the three packages you require. For example if that music is from a background music supplier and you have a different music zone for the Dining Area to create a more intimate atmosphere, you will need Dining Package B. However, if you are using Spotify to access our music in that different music zone you will need cover for Dining Package A. Lastly, check whether you qualify for one or more of the above deductions. You will need to declare your music use either online through our eCommerce portal or on a licence agreement. It's important that your declaration is truthful and accurate.

3. Featured Recorded Music (FRM)

As noted above, **Featured Recorded Music (FRM)** is our recorded music played prominently e.g. DJ playing music, "Retro Night" or a "Jazz Night".

Featured Recorded Music (FRM) is recorded music played prominently e.g. DJ playing music, "Retro Night" or a "Jazz Night". The difference between this music use and **Recorded Music for Dance Use (RMFD)** on page 9 is that **Recorded Music for Dance Use** is specifically for the purpose of dancing such as nightclub or physically separate dance area.

How much does it cost per year?**PPCA Sound Recordings**

\$0.054 multiplied by FRM Area Capacity for each day of operation (24 hour period)

PLUS**APRA Works and AMCOS Works**

\$0.17 per person admitted to the FRM Area for each day of operation (24 hour period)

What do the terms in the table above mean?

FRM Area is the specific area within your venue where Featured Recorded Music performance can be heard and **FRM Capacity** is the maximum number of people that the area is authorised to hold.

What is a PPCA Sound Recording? A sound recording is simply a physical recording of a piece of music or song (such as what's on a CD or a digital file like an MP3) and a PPCA Sound Recording is a sound recording that the Phonographic Performance Company of Australia (or PPCA) is authorised by the copyright owners to license for copying and for performing in public - for instance when a business plays music to their customers. OneMusic Australia has been authorised by PPCA to license the PPCA Sound Recordings on its behalf.

What is an APRA Work and an AMCOS Work? A musical work is the underlying words and music of a song that have been written by a songwriter and/or composer. The Australasian Performing Right Association (or APRA) and the Australasian Mechanical Copyright Owners Society (or AMCOS) has been given the right to license the APRA Works and AMCOS Works by the songwriters, composers and music publishers – so that those words and music can be played to the public by licence holders in their businesses and/or copied. APRA, operating as OneMusic Australia, has been authorised by AMCOS to license the AMCOS Works on its behalf.

Handy Tip

If you do not use PPCA Sound Recordings for your Featured Recorded Music, or you have a direct or alternative licence for their use from another source, you will not need to pay the PPCA Sound Recording rate. Similarly, if you do not use, or have licensed elsewhere, APRA Works and AMCOS Works, then you will not need to pay the APRA Works and AMCOS Works rate. If this is the case for your Featured Recorded Music, then just tick the appropriate box in the Declaration Form and we will only charge you for the rights you are using.

4. Live Music Performance

A **Performance** falls into two categories. A **Live Music Performance** is where singers, musicians or performers such as a live band play guitars or a keyboard while belting out a song, all live. A **Recorded Music Performance** includes where a live band incorporates some recorded music that they haven't recorded themselves in their performance perhaps from a band playing hip hop music or a drag show for example.

As noted above, a **Live Music Performance** is where singers, musicians or performers such as a live band play guitars or a keyboard while belting out a song, all live. Because this covers our music when it is played by Live Artist Performers, no fee applies for any PPCA Sound Recordings. If your Live Music Performances will be using PPCA Sound Recordings (e.g a DJ playing recorded music), then you should count those performances as a Recorded Music Performance.

A separate licence scheme covers music used in a **Dramatic Context**. Dramatic Context is defined as the performance of musical works: a) in conjunction with a presentation on the live stage that has: (i) a storyline; and (ii) one or more narrators or characters; or b) as a Ballet.

How much does it cost per year?

PPCA Sound Recordings	APRA Works and AMCOS Works Minimum fee of \$27.50 incl GST
No PPCA Sound Recordings	<p>2.2% of Gross Expenditure on Live Artist Performers For all Live Music Performances where the Live Artist Performer is paid a fee to perform directly by Your Hotel, Pub, Tavern, Bar or Casino, including any monies paid by You to that Live Artist Performer from the box office for that Live Music Performance</p> <p>1.65% of Gross Sums Paid for Admission For all Live Music Performances where the Live Artist Performer is paid only by a third party such as a booking agent</p>

What do the terms in the table above mean?

For an explanation of PPCA Sound Recordings and APRA Works and AMCOS Works see page 5.

It is important to note that where a live band performs at your venue under a **National Event Promoter** blanket licence, you do not need to report or pay licence fees to us for that performance as they are licensed separately and directly by the **National Event Promoter**.

5. Live Music Incorporating Recorded Music Performance

As noted above, a **Recorded Music Performance** includes our sound recordings as an element of their live performance. For example, if performers play recorded music to accompany their activity on stage or by including remixes, samples or stems from other tracks in their performance. For "Live Music Incorporating Recorded Music Performances" where the Entry Fee is more than \$40 we will license you as required under the Events scheme.

How much does it cost per year?

PPCA Sound Recordings	APRA Works and AMCOS Works
\$0.2718 per person admitted to each Recorded Music Performance (i.e. a performance where there is an Entry Fee, and the Entry Fee is \$40 or less)	<p>2.2% of Gross Expenditure on Live Artist Performers For all Live Music Performances where the Live Artist Performer is paid a fee to perform directly by Your Hotel, Pub, Tavern, Bar or Casino, including any monies paid by You to that Live Artist Performer from the box office for that Live Music Performance</p> <p>1.65% of Gross Sums Paid for Admission For all Live Music Performances where the Live Artist Performer is paid only by a third party such as a booking agent</p>

PLUS

What do the terms in the table above mean?

For an explanation of PPCA Sound Recordings and APRA Works and AMCOS Works see page 5.

6. Karaoke

Karaoke functions in your venue NOT operations of a dedicated Karaoke venue.

How much does it cost per year?

PPCA Sound Recordings

\$0.054 for each person admitted to the Karaoke Area per day of operation (24 hour period)

PLUS

APRA Works and AMCOS Works

\$21.01 for each day (24 hour period) that Karaoke functions are held at the Location

What do the terms in the table above mean?

Karaoke Area is the specific area within your venue where our music is used for Karaoke.

For an explanation of PPCA Sound Recordings and APRA Works and AMCOS Works see page 5.

Handy Tip

If you do not use PPCA Sound Recordings for your Karaoke music, or you have a direct or alternative licence for their use from another source, you will not need to pay the PPCA Sound Recording rate. Similarly, if you do not use, or have licensed elsewhere, APRA Works and AMCOS Works, then you will not need to pay the APRA Works and AMCOS Works rate. If this is the case for your Karaoke Area, then just tick the appropriate box in the Declaration Form and we will only charge you for the rights you are using.

OR

7. 'All Inclusive' – comprising Background Music 'Sapphire' package, plus up to 2,000 tracks Digital Copy/Delivery, Background Stream on Your Website, unrestricted Featured Recorded Music performances, unrestricted Live Music Performances, unrestricted Recorded Music Performances plus Dining Package A. Best suited to venues hosting many live or recorded music performances annually. DOES NOT COVER Recorded Music for Dance Use NOR Music for Standalone Function Areas.

How much will it cost per year?

Licensed Capacity (Persons)	Rate per Location (Annual)	Licensed Capacity (Persons)	Rate per Location (Annual)
1-25	\$4,517.88	201-350	\$18,885.94
26-50	\$5,627.50	351-500	\$25,519.22
51-75	\$6,727.96	501-750	\$36,572.67
76-100	\$7,832.49	751-1,000	\$47,627.13
101-200	\$12,253.67	1,000+	Contact OneMusic on 1300 162 162 or hello@onemusic.com.au

We would be pleased to hear from any venues with capacity 1,000+ interested in such an 'all inclusive' option.

What do the terms in the table above mean?

Licensed capacity is the maximum number of people that are permitted into your 'Location' by the relevant regulator or licensing body.

Examples of official sources determining your Licensed Capacity:

- ACT: the occupancy loading for each relevant area from the venue's Licensed Location Plan;
- NSW: the patron capacity from the venue's liquor licence, or capacity from the venue's Development Consent;
- NT: the maximum number of persons permitted to occupy the licensed Location as assessed by the Northern Territory Fire and Rescue Service;
- QLD: the occupancy limit from the venue's occupancy notice provided by the Office of the Commissioner of the QFES; SA: the total capacity from the venue's liquor licence, or capacity set by local council or a registered private certifier;
- TAS: from the venue's council Occupancy Permit;
- VIC: the maximum patron capacity from the venue's liquor licence or Council occupancy permit;
- WA: the maximum accommodation from the venue's Department of Health Certificate of Approval.

If these official sources are unavailable or you do not think they apply to your Location, or where you can establish that your Location genuinely operates at a lower capacity than the capacity stated on those official sources, contact us.

For explanation of other terms in the All Inclusive package such as Live Music Performances and Dining Package A refer to previous pages.

8. Music for Standalone Function Areas

Conference or meeting rooms for regular hire NOT areas occasionally closed off for birthday party bookings etc. NOT for Featured Recorded Music, Recorded Music for Dance Use, Live Music Performances or Recorded Music Performances. Areas that are usually used as bars open to the public for normal day-to-day trading but occasionally hired for functions are not considered Standalone Function areas. An area that is usually only opened or used when it is hired by a third party would be considered a Standalone Function area. We expect these rates to primarily apply to accommodation hotels.

How much does it cost per year?

Inclusions and Exclusions	Period	Day Rate	Minimum Annual Fee
Unrestricted number of devices playing recorded background music from any source for all events and functions in the Standalone Function Area, including to Exhibit Music Videos, other than events or functions that are: – exercise and fitness classes, dance classes, nightclub or dance party events; and – performances promoted by a National Event Promoter on a blanket licence (with such performances to be licensed separately, including directly by relevant National Event Promoter).	1 July 2019 – 31 August 2020	\$7 for each 100 persons (or part of 100 thereof) of the Standalone Function Area per day of operation.	\$65
Unrestricted number of performances by Live Artist Performers in the Standalone Function Area, other than: – Premium Live Performances (which will require a separate OneMusic Australia “Event” licence); and – performances promoted by a National Event Promoter on a blanket licence (with such performances to be licensed separately, including directly with a blanket licensed National Event Promoter).	1 September 2020 – 31 August 2021	\$9 for each 100 persons (or part of 100 thereof) of the Standalone Function Area per day of operation.	\$71.50

Handy Tips

The **Standalone Function Area Capacity** is the maximum capacity of each area made available for hire at your venue as advertised or offered to potential hirers.

Day rates will increase to \$11 from 1 September 2021 and to \$13 from 1 September 2022. The minimum annual fee will increase over these years (in the same year order): \$78 and \$84.50.

The Day Rate is assessed according to to capacity of the relevant area.

A few conditions applying to music for Standalone Functions: Exercise and fitness classes, dance classes, nightclubs or dance party events cannot be licensed under this particular scheme and are licensed under other schemes.

What cover do I need?

Firstly you need to check whether you play our music or videos in a Standalone Function Area as defined above. Make sure you don’t account for any music used in this area that is in not covered under this scheme such as dance classes and Premium Live Performances.

You will need to declare your music use either online through our eCommerce portal or on a licence agreement. It’s important that your declaration is truthful and accurate.



9. Recorded Music for Dance Use (RMFD)

The difference between this music use and **Featured Recorded Music** on page 5 is that the purpose of **Featured Recorded Music** is NOT dancing.

Recorded Music for Dance Use is specifically for the purpose of dancing such as nightclub or physically separate dance area.

How much does it cost per year?

PPCA Sound Recordings	PLUS	APRA Works and AMCOS Works
\$1.3784 multiplied by the RMFD Area Capacity for each day of operation (24 hour period)		\$0.9284 per person admitted to the RMFD Area for each day of operation (24 hour period)

What do the terms in the table above mean?

If you have a separate dance floor in your Location where recorded music is played for the purpose of dancing (what we call Recorded Music for Dance Use or RMFD), then you'll need to tell us the maximum amount of people permitted to that area – that becomes the **RMFD Area Capacity**.

The RMFD Area Capacity may be different on different nights of the week. For example, the second floor of a venue might be closed on a Thursday night but open on a Friday night. The number of nights for the two separate RMFD Areas should be declared separately.

The RMFD Area that will need to be licensed for this type of music use is any “Physically Separate” area that plays recorded music for the purpose of dancing and has a dance floor or, if it doesn't have a dance floor, charges an Entry Fee. For a dedicated nightclub this capacity is likely to be the overall capacity of your Location. For multifunction venues like hotels and casinos this will be the physically separate dancing area.

When we talk about a multi-function area being **Physically Separate** we mean that it is clearly distinguishable from other areas of your venue either by a defined perimeter or by different access. This may be a separate room, separate space within a room or a separate floor area, the space may have a separate entrance or it may have a separate Entry Fee.

Recorded Music for Dance Use licensing has a few exclusions. If your Recorded Music for Dance Use event is a non-ticketed private function you don't fall under this licence, but there are other options for licensing. Contact us to discuss.

If your Recorded Music for Dance Use is a dance event or a dance party you would be licensed separately under an Event licence. If you feature ballroom dancing (or similar) you would be licensed as a dance school or if your event is for under-aged people such as blue light discos you would be licensed under a APRA AMCOS featured music licence and a PPCA foreground music licence.

See explanations for **APRA Works and AMCOS Works** and **PPCA Sound Recordings** above.

It is important to note that where you host a Recorded Music for Dance Use night under a [National Event Promoter](#) blanket licence, you do not need to report or pay licence fees to us for that performance as they are licensed separately and often directly.

Do I have to go through OneMusic to play music in my business?

If you want access to the largest possible music collection, then the OneMusic licence provides the easiest and most cost effective way to access the vast majority of the world's repertoire of music. There are other options, which may include direct licensing arrangements with copyright owners or solely using music outside OneMusic's vast repertoire.

If you make a direct arrangement for your sound recording use or your musical work use, contact OneMusic so we can adjust your licence fee.

How were the rates set and will they change?

If you are interested in how the rates for this sector were set, please visit onemusic.com.au/consultation

The rates at 1, 2, 7 and 9 are new blended rates from OneMusic. The rates at 3-6 and 8 have been carried over from existing APRA AMCOS and PPCA schemes to allow time for further consideration.

Apart from yearly CPI reviews, and phase-in rates, OneMusic will not increase or change licence fees without first consulting the industry.

Rates include 10% GST. The GST-exclusive component of the \$ rates set out in the tables above will all be increased by CPI on 1 September of each Licence Year in accordance with clause 4.3 of the Terms and Conditions unless there are phase-in rates.

Deductions & Payments

A OneMusic Australia licence covers the use of both the APRA Works and AMCOS Works plus the PPCA Sound Recordings, we offer a deduction on your licence fees when you tell us that your business doesn't actually need both of those rights for all of your music needs. It might be that PPCA Sound Recordings are not used in your business because you just have live music and no recorded backing tracks, or it may be that you already have a licence to use sound recordings in your background music from a source other than PPCA, for instance a background music supplier or the record company directly. Similarly, you may not be using songs administered by APRA AMCOS for your telephone on hold because your business uses a legitimate 'royalty free' music source. In these cases you may be eligible for a Partial Rights Deduction, which will be applied by us to your licence fees when you make the proper declaration either in your licence agreement or on the OneMusic Australia licensing portal.

- (1) Milliman RE. *The Influence of Background Music on the Behavior of Restaurant Patrons* Journal of Consumer Research. Vol. 13, No. 2 (Sep., 1986), pp. 286-289
- (2) PRS for Music *The value of music in pubs*. September 2011
- (3) Swedish research showed only 11 per cent of people felt it of 'no importance' that musicians get paid for music that is played in a business they visit, leaving 89% who do care. The importance of music for business. STIM, SAMI and Heartbeats International.

APRA AMCOS is the trading name of APRA (Australasian Performing Right Association) and AMCOS (Australasian Mechanical Copyright Owners Society). APRA AMCOS grants licences for the live performance, broadcast, communication, public playing and reproduction of its members' musical works. APRA AMCOS then distributes the net licence fees collected to its 100,000+ songwriter, composer and music publisher members and affiliated societies worldwide.

PPCA (Phonographic Performance Company of Australia Ltd) grants licences for the broadcast, communication or public playing of recorded music (such as CDs, records and digital downloads or streams) and music videos. PPCA then distributes the net licence fees collected to its licensors (generally record labels) and registered recording artists.

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

If your OneMusic annual licence fee is more than \$500 we will invoice you quarterly, or you can opt to pay annually no matter what your Licence Fee amount is. (Just a note that we calculate your quarterly licence fee according to the relative number of days in each quarter, not by dividing your annual fee by four).

Feedback

Comments and feedback on your licence agreement or the information guides can be sent to us at hello@onemusic.com.au

Complaints

If you are not satisfied or have an issue with the manner or standard of your interactions with OneMusic Australia you can review our [complaints procedure here](#) and if you wish to proceed with a complaint you can send it to this address complaints@onemusic.com.au

Disputes

If you do not agree with how we apply a licence to your business - you disagree about the licence agreement OneMusic has asked you to enter into, our rates or how your licence fees have been calculated - you can:

- send details directly to us at disputes@onemusic.com.au or 16 Mountain Street, Ultimo, NSW 2007; or
- lodge it directly with our independent third party Alternative Dispute Resolution facilitator, [Resolution Pathways](#).

More information this process and how to lodge a dispute is available at [complaints and dispute resolution](#) on our website.

If you were licensed with PPCA and APRA AMCOS before OneMusic and you consider your annual fee has seen an unexpected increase under the new OneMusic scheme, please contact us on 1300 162 162 or hello@onemusic.com.au

If you want to know more about the differences between a "Complaint" and a "Dispute", please see [complaints and dispute resolution](#) on our website.

Examples:

The licence fees in these examples apply for licences taken out between 1 September 2020 and 31 August 2021.

The Leaky Shovel, a country pub

Background Music for Location via a smartphone (personal digital music service), a jukebox and 3 TV Screens (associated with sound) = \$1,221.60 per year (Platinum package)



Digital Copying/Delivery for up to 2,000 tracks = \$407.20



Live Music Performances provided weekly, with free entry. Performance fees total \$10,000 for the year. At 2.2%, the licence fee = \$220



Bistro area under single sound source = No additional cost



One phone with telephone on hold music = \$0.00 (included in Platinum package). Total licence fee \$1,848.80 (\$5 a day)

The Riverview Royale, a city hotel

Background Music for Location via 3 separate Commercial Background Music supplier devices for the Location, plus 6 TV Screens (associated with sound) = \$1,221.60 (Platinum package)



Two phones with telephone on hold music = \$0.00 (included in Platinum package)



Separate Standalone Function Area let 40 days a year with capacity of 80 people (rounds up to 100). \$9 x 1 (100 people) x 40 days = \$360



Dining area for 90 people with separate sound source (Streaming, Recorded Music, Radio + TV) = \$1,580 (Dining Package A)



Live Music Performances (no sound recordings) 4 nights a week with no entry fee. Performance fees total \$400,000 for the year at 2.2% = \$8,800. In addition, there is 1 night a week where a live music performance is organised by a booking agent. The total collected on that night by the box office is \$2,000. Licence fee is \$2,000 x 50 nights x 1.65% = \$1,650. Total \$10,450



Area playing Recorded Music For Dance Use, opens 100 nights a year with a capacity of 80 people x \$1.3784 plus 8,000 annual attendance at \$0.9284 = \$11,027.20 + \$7,427.20 = \$18,454.40 per year. Total licence fee \$32,066 (less than \$90 a day)

The Half Full Glass, CBD bar dining for 20

Background Music for Location via a single digital music service = \$534.45 (Gold package)



Digital Copying/Delivery for up to 2,000 tracks = \$407.20



Featured Recorded Music, free entry – a DJ (no dancing) once a week every week for a 80-capacity venue and attendance of 50 per night at \$0.054 = \$224.64 plus \$0.17 per person admitted annually to the venue = \$442.00. Total \$666.64



Dining with different sound source to Background Music for Location. Dining Package B \$620



One phone with telephone on hold music = \$0.00 (included in Gold package). Total licence fee \$2,228.29 (around \$6 a day)

The Established Doorman brewery, tap house and tapas

Background Music for Location via digital music service in two separate areas, 1 TV Screen = \$1,221.60 per year (Platinum package)



Digital Copying/Delivery for up to 2,000 tracks = \$407.20



Live Music Performances using sound recordings provided 20 times a year in the tap house and approximately 150 people attend these performances. $0.2718 \times 150 \times 20 = \815.40 . The venue charges an entry (admission) fee for these nights and collects a total box office of \$5,000 for each night, \$4,000 of which is paid to the artists. Licence fee is \$4,000 expenditure on live artist performers x 20 nights x 2.2% = \$1,760. Total=\$2,575.40



Two phones lines with telephone on hold music = \$0.00 (included in Platinum package)



Dining but with same sound source as Background Music for Location = \$0.00 Total licence fees \$4,204.20 (around \$11 a day)

Case Studies

Barry has a pub with two main rooms; one main bar and a bistro. The fire department limits the capacity of the main bar to 100 patrons and the capacity of the bistro to 70 patrons. In the bistro, the patrons order at the counter themselves, are given a table number, and the meals are brought to their table by a waiter.

Barry has a total of ten TV screens. In the main bar, Barry has six televisions and in the bistro has four televisions. All the televisions generally show different sports on each TV. The televisions are either muted or are screens only with no speakers, however the larger TV in the main bar is often synched to Barry's background music system, but the other nine TVs are never synched to any audio. All the sound in Barry's premises including the bistro is provided through his single background music system, with the same sound and music audible to all his patrons.

During the day, the audio on the large TV screen is usually synched to the prominent game of sport e.g. AFL, NRL, ARU, cricket. None of the other nine screens is ever tuned to the same channel as the large screen. When there is no popular sport on the large TV screen, Barry plays music from a background music provider through the background music system (but at all times the vision on the TVs is unrelated to the audio). Only when music is playing in the main bar does Barry turn on the speakers in the bistro. Barry does not have music videos or jukeboxes or have any form of featured or live music.

Q. Barry wants to know which OneMusic Background Music for Location cover he requires?

A. Barry only requires a Gold licence. This is because Barry is classified as having only a single TV Screen and a single background music system. The nine TV screens that are muted are not counted for OneMusic licence purposes as they never emit any sound and the vision on their screens is never the same as the vision on the large screen. He needs the Gold because although the TV Screen and the music system are separate, his customers can both see the TV and hear the audio at the same time. Because he is not using music in any other way, he does not require any additional cover.

Q. Barry also wants to confirm if he needs cover for Background Music for Dining?

A. Barry does not require the separate Background Music for Dining cover. This is because the Dining tariff only applies where the music from OneMusic's repertoire played in the bistro is different to that audible in any other parts of the premises. In Barry's case, when OneMusic's music is played in the bistro it is the same as played in the main bar, and he owns the whole business.

Raelene buys Barry's Bar and wants to make some changes. In particular, Raelene wants to refurbish some of the car park for a beer garden. Raelene wants to leave the main bar as is, keeping the same TV configuration that Barry had. The bistro will continue to use the same music audible as in the main bar.

However, Raelene wants to differentiate the beer garden by focusing on music. Raelene uses the first background system to provide the audio for the main bar, but also purchases a second background music system to provide different audio for the beer garden. These systems play music from OneMusic's repertoire. At this stage, Raelene is not introducing music videos or jukeboxes.

Q. Raelene wants to know which OneMusic Background Music cover she now requires?

A. Raelene now requires a platinum licence. This is because she now has two background music systems.

The beer garden is moderately successful. Raelene thinks she can increase patronage by introducing music video screens and a video jukebox and now connects the speakers in the bistro to the video jukebox.

Q. Raelene has asked what Background Music licence she now requires?

A. Raelene's current platinum cover permits her to play music from the music video screens and the video jukebox. Because the music playing in the bistro is not different to that which is audible in any other area of the pub, she still does not need cover for Background Music for Dining.