



# ONEMUSIC

means one less thing  
to think about

**C**lub and pub managers around the country involved in setting up music licences with the Australasian Performing Rights Association – Australasian Mechanical Copyright Owners Society (APRA AMCOS) and Phonographic Performance Company of Australia (PPCA) can breathe a sigh of relief: OneMusic Australia kicked off in July, and each club, pub and bar in the country (along with every business using music) will halve the time they spend on this essential – but largely unrewarding – form-filling exercise.

APRA AMCOS and PPCA are behind OneMusic, and during the two-year set-up process met with industry organisations like Clubs Australia and the Australian Hotels Association to come up with a better way to make sure that full music licence cover is in place – without expecting the person completing the forms to be a Rhodes Scholar or a Nobel Prize winner.

In the refresh, common sense prevailed, and the schemes are simpler while still being fair. As it is a user-pays system, you still have some details to complete about your music use before a licence agreement is issued (otherwise it would be

one size fits all, a flat fee no-one would be happy with), but only filling in one online form is definitely better than filling out two paper ones.

Through the OneMusic website, a business can establish and maintain a music licence in one place any time of the day. So, if you have a quiet Monday afternoon, you can sit down in the office and sign up.

There are two schemes that are likely to apply to readers of *Clubs & Pubs Manager* magazine.

The clubs scheme is designed for not-for-profit, member-based entities, such as RSLs, sporting clubs, cultural clubs, registered clubs and licensed clubs. Most clubs will now have all their music use covered under a single per-member rate.

'Music for clubs' covers background music within a club, which includes the bar, dining and gym areas; some featured musical events; music in dance classes; music for club employees, committees and volunteers; telephones on hold at club premises; and making digital copies for all of these uses. Rates start at 70 cents per member, up to a 5000

member count, and then there is a step-up rate of just 30 cents for any membership count over that initial 5000.

### HOW DOES IT WORK IN THE REAL WORLD?

Hypothetically, let's look at The Local Bowlo.

The Local Bowlo has 1504 financial members, and has two television screens that are generally turned on to Fox Sports. Like most clubs, they host various community events – local DJs are sometimes hired to play music, and the club hosts a karaoke night every now and then. The Local Bowlo also runs a fitness class each Monday and Wednesday morning that is targeted at young parents, with between 12 and 18 people attending each session. The Local Bowlo, therefore, needs the following annual cover from OneMusic:

- music for clubs, which, at 70 cents times 1504 members, equates to \$1052.80
- music in fitness classes, which, at \$5.41 per class for the 104 sessions per year, equates to \$562.64.

The total annual music licence fee for The Local Bowlo, therefore, equates to \$1615.44 – or less than \$5 per day.

The clubs scheme has what is called a 'Legacy licence fee cap' on fee increases, which gives certainty to clubs that were doing the right thing by music licensing before OneMusic, and allows them time to plan for their future musical entertainment.

The hotels, pubs, taverns, bars and casinos licence scheme has 10 music-use options to add to a shopping cart of music licence cover. Venues can opt to have cover if they have background music, featured recorded music, live and recorded music performances, or recorded music for dance use, as well as cover for music played in specific areas such as function spaces, hotel and bar dining areas, websites, and karaoke events, and cover for streamed music through digital delivery/copying.

Here's another hypothetical example: The Leaky Shovel – a country pub – has background music, played via a smartphone, a jukebox and three TV screens. They have live music performances each week and provide free entry, which costs them \$10,000 a year in performance fees. Their bistro area is under the same sound source as the rest of the pub. They have one phone with on-hold music. The Leaky Shovel needs the following annual cover from OneMusic (all other music uses at this pub mentioned above are covered):

- background music for location package, which comes to \$1200

- digital copying/delivery for up to 2000 tracks, which is \$400
- live music performance fees, which, at 2.2 per cent of expenditure, come to \$220.

The total annual music licence fee for The Leaky Shovel equates to \$1820, or around \$5 a day.

### WHY DO YOU EVEN NEED A MUSIC LICENCE, LET ALONE ONE FROM ONEMUSIC AUSTRALIA?

Signing up for a music licence shows that your club or pub respects and supports songwriters, recording artists and creators of Australian culture.

It's also about permission: if you use copyright music within your club or pub, Commonwealth legislation requires permission (a licence) from the creators of that music. You can read independent legal information at [copyright.org.au](http://copyright.org.au).

Lastly, you benefit by using music as it keeps your members and guests entertained and engaged, and creates a better atmosphere.

### WHERE DO YOUR VENUE'S FEES ACTUALLY GO?

OneMusic distributes the fees it collects to APRA AMCOS and PPCA, the bodies who set up this licensing initiative. After the deduction of administration and operational costs, all fees collected are distributed to members or licensors. This is done by analysing a whole range of music-use data that is supplied every minute of every day to these organisations, which includes direct data from when songwriters perform live, sample data from radio stations and cinema box offices, millions of lines of song data from Spotify, and many other data sources.

### HAVEN'T HEARD FROM ONEMUSIC YET?

Advanced information about OneMusic Australia will be sent out to coincide with your renewal date with either APRA AMCOS or PPCA. So, if you are due to renew in December, you will hear from OneMusic in October. Due in January? You will hear from OneMusic in November, and so on. There is plenty of time to make the switch. **C&PM**

Note: We realise some clubs are doing it tough. If your club or business has been affected by a disaster such as fire, flood, storm or drought, or you are facing financial hardship, please contact OneMusic's Customer Support team on 1300 162 162 or email [hello@onemusic.com.au](mailto:hello@onemusic.com.au) to discuss options to put your account on hold until you have an update to your situation.

For more information, contact [hello@onemusic.com.au](mailto:hello@onemusic.com.au) or visit [www.onemusic.com.au](http://www.onemusic.com.au).