

DANCE AND PERFORMANCE INSTRUCTORS AND DANCE SCHOOLS

Licensing Enquiries 1300 162 162 dance@onemusic.com.au onemusic.com.au August 2023



SIGN UP NOW

- MUSIC IN CLASSES • MUSIC AT EVENTS • COPY MUSIC
- AUDIO RECORDINGS • VIDEO RECORDINGS

This Dance and Performance Instructors and Dance Schools licence scheme is designed to enable the use of our music in a dance school or when tutoring clients in dance, acting or performance. You may teach line dancing, ballet, baton twirling, square dancing, jazz, hip hop, drama, theatre jazz, lyrical, belly dancing, latin, ballroom or folk right through to acro, aerial silks, acting and voice performance training. Our music in classes, lessons, rehearsals, dance events and concerts, recitals and performances are all part of this licence scheme. This scheme excludes our music used in Zumba classes which are covered in the [Fitness Centre and Fitness and Wellbeing Instructors](#) scheme.

Why do I need a OneMusic licence?

- 1 Shows your organisation respects and supports songwriters and recording artists, our cultural creators.
- 2 Permission. If you use music that is protected by copyright within your dance business, Commonwealth legislation requires permission (a licence) from the creators of that music. You can read independent legal information at copyright.org.au.
- 3 The big one. You benefit by using music: keeping your students motivated and developing their talents to showcase to their family and friends.

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.

While you may have paid for a copy of the **syllabus music** this does not actually provide permission to *publicly perform* the music.

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 direct data for film screenings, 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 Taxation Office as GST. Did you know OneMusic's 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.

A OneMusic Dance and Performance Instructors and Dance Schools licence gives permission for our music to be used in a dance class or choreographic show or event but does not include any musicals, ballets or operas. For approval on music used in these particular types of shows and to record such shows (audio or video), the **music publisher** and the **record label** (as applicable) has to grant permission direct to your business.

Please note if you put on an end of year performance or similar event and that event uses music in a [dramatic context](#), separate licence arrangements are required. Importantly, under the terms of those separate licence arrangements, some songs you want to play at those events may not be available for use, or clearances may need to be obtained direct from a music publisher or a record label.

The Dance and Performance Instructors and Dance Schools licence scheme provides you with cover for a variety of ways you may use our music according to different rates. Details are set out below.

1. Music in Dance Classes

What does it cover and how much does it cost per year?

Music in Dance and Performance Classes cover provides permission for you to play or perform our music in association with your dance classes, lessons and rehearsals.





Number of Classes Per Week (on average over a 12 month period)	Annual Fee (per Location)*
1 - 5	\$193.48
6 - 20	\$386.97
21 - 40	\$580.45
41 Plus	\$773.94

* If applicable, Partial Rights Deduction minus 48.25% of total amount

2. Dance School Events, Audio Recording/Digital and Video Recording Packages and Website Use

What does it cover and how much does it cost?

You can take out cover for one, two or all of the following uses of our music and music videos in addition to your Music in Dance Classes cover.

Music use category	Rates*
 Dance School Events* (where the Entry Fee is \$40 or less – including GST and any booking and handling fee)	A single Dance School Event per year: \$221.12 Unlimited number of Dance School Events per year: \$442.25
 Audio Recording/Digital Package*	\$2.23 multiplied by the Average Number of Students (see definition below) per annum, subject to a minimum annual fee of \$33.44.
 Video Recording Package*	\$4.45 multiplied by the Average Number of Students (see definition below) per annum, subject to a minimum annual fee of \$66.89
 Website Use	\$608.10

* If applicable, Partial Rights Deduction minus 48.25% of total amount

What do the terms in the tables above mean?

Music in Dance (and Performance) Classes means the use of our music when it is associated with dance classes, lessons and rehearsals at Dance and Performance Schools. Dance classes taking place in fitness centres or gyms (such as Zumba or Hip-Hop) are covered under the [Fitness Centre and Fitness & Wellbeing Instructors](#) scheme.

When we mention **Location** we mean a particular place where the dance instruction takes place. If you spread your dance classes across different Locations at different times of the day or different days of the week (that is you do not hold two or more classes at the same time on the same day at more than one location) we will count this as operating in one Location.

By **Dance School Event** we mean recitals, performances and dance events run by your Dance and Performance business or your students but only where the Entry Fee to the event is \$40 or less in total (including GST, booking and handling fees).

There are a number of music uses that require a licence that includes **Audio Recording/Digital Package**. Audio Recording/Digital Package is required if you download or access our music for your business from a non commercial digital music service. You should be aware that a OneMusic Australia licence, even when it includes Audio Recording/Digital Package only gives you permission to use our music in your business; it does not override the Terms of Use for the personal digital music service you are using, nor does it give you permission to use that particular digital music service for a commercial purpose – that permission can only come from the owners of that digital music service. You can verify this by reading **Spotify's Terms and Conditions of Use** 'Your rights to use the Spotify Service' under clause 3. Other services have their own Terms and Conditions you can research.

You will also need a licence from us that includes Audio Recording/Digital Package 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 Audio Recording/Digital Package, you are entitled to copy up to 2,000 music tracks. You do not need to include Audio Recording/Digital Package 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 (see 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. If you select the **Video Recording Package** you are able to make (or give permission to others to make) up to 3 copies of the one video recording of your Dance School Event per student per Licence Year. There are a couple of restrictions. You may not include any advertising or promotional material in the video recording. You must not charge students and their families for the video or if so only 'at cost' and they must understand that the viewing is for private domestic use only. Lastly, you need to display "This video is for private domestic viewing only. No further reproductions may be made without the prior permission of OneMusic Australia" with the video recording.

To calculate the **Average Number of Students**, determine the number of students enrolled at the end of the first full week of February and the first full week of August in each year. For instance, if you have 100 students in the first week of February and 120 students in the first week of August, your Average Number of Students over the year would be 110 students.

The **Website Use** cover provides your dance business with the necessary permission for the use of our music on your 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 business), 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).

By **Entry Fee** we mean a compulsory fee charged for admission such as a ticket price, membership or cover charge.

By **Partial Rights Deduction** we mean where we can apply a percentage saving on the full licence fee for the components of music not in use in your business. For example, PPCA Sound Recordings may not be in use (perhaps you just have live music and no recorded backing tracks) or perhaps APRA Works and AMCOS Works are not used at your business (perhaps you are using directly-licensed music).

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.

ARIA Sound Recordings means the sound recordings controlled by ARIA and listed on the ARIA website, www.aria.com.au/industry/licensing, the rights for which ARIA has authorised OneMusic Australia to administer.

Recording routines with music and posting on social media

If you are recording routines or performances with commercial music and posting those videos on social media, then you'll need to ensure you have a separate 'synchronisation' licence for the use of that music in your video.

A synchronisation licence is needed whenever music is used within an audio-visual production, such as a film, TV show, advertisement, video game, social media video etc.

Social media platforms such as YouTube do have licences with rights holders, but those licences DO NOT cover synchronisations made for commercial purposes.

So, if you use commercial music (you know, the music you hear on the radio) in your video and that video is placed on social media, then it may be 'taken down' (that is, removed) by the platform if it's seen as being a video for commercial purposes, like promoting your dance school.

Getting a synchronisation licence for your video using commercial music is often expensive and difficult. However, you can synchronise music into your business videos with what's known as "Production Music" or "Royalty Free" music. Production Music is a low-cost way to get music on your videos and when you play those videos on the vast majority of social media platforms the use is already covered by that platform's licence, so you don't need any additional licences (other than the initial synchronisation licence).

What cover do I need and how do I report?

Before you review which cover and package your business needs, please have on hand:

- The number of timetabled classes per week averaged over a 12 month period
- The number of concerts and events you hold during the year, where the entry fee was \$40 or less. You only need to count the number of events that you put on yourself at your studio or another location. Where your pupils are performing at another event such as a Dance Competition or Eisteddfod, OneMusic will have other licence arrangements in place. An Eisteddfod Performance means performances by your Dance or Performance School or students of a Dance and Performance Instructor at an Eisteddfod or Dance competition.
- Your average student numbers – you only need this figure if you copy legally-obtained sound recordings or make video recordings for use in your instruction or video recordings of events, or provide to your pupils for their personal practice. See our definition of Audio Recording/Digital Package.

Do you use our music on your website or on your telephone on hold? If so, you'll need the additional cover for this music use.

Finally, have a look at the tracks you are using in all of the above – are they eligible for a Partial Rights Deduction? It's important that your declaration is truthful and accurate as you'll need to supply details.

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. Apart from yearly CPI reviews, 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

We believe in a fair go and offer some common-sense concessions which may apply to your licence fees. Because a OneMusic Australia licence now covers the use of both the APRA Works and AMCOS Works (the written songs) plus the PPCA Sound Recordings (the recorded music), we now offer a deduction on your licence fees where applicable 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 you already have a licence to use sound recordings from a source other than PPCA, for instance you may only play music on a piano. Similarly, you may not be using songs administered by APRA AMCOS because your business uses a legitimate 'royalty free' music source or only play classical music that is not rearranged and out of copyright. 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.

You pay when you first take out our licence, then just once a year. 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).

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.

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 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.

Some industry Associations with OneMusic information by phone or website

Ausdance in your State or Territory (ausdance.org.au)

Royal Academy of Dance
(au.royalacademyofdance.org)

Australian Line Dancer Inc
(australianlinedancer.com.au)

Australian Teachers of Dancing (ATOD) (atod.net.au)

Asia Pacific Dance Association (APDA)

Examples:

The licence fees in these examples apply for licences taken out between 1 September 2023 and 31 August 2024.

IT'S HIP! Rock and Roll dance school



Operates three classes a week in one location
Music in Dance Classes via streaming service
= \$193.48



Average number of students is 50. IT'S
HIP! uses a non-commercial digital music
(streaming) service in classes. \$2.23 x 50
Average Student figure = \$111.50 for Audio
Recording/Digital Package



One annual Christmas concert off-site at a
Nursing Home \$221.12



Event filmed, copied on DVD and distributed
to students free. \$4.45 x 50 Average Student
figure = \$222.50 for Video Recording
Package.



No Website Use of music

Total licence fee \$748.60
(less than 10 cents a student per class)

Chelsea Private Performing Arts Dance School



Operates 40 classes a week equally in two
permanent locations. Music in Dance Classes
provided by subscription to a non-commercial
digital music (streaming) service \$386.97 in 2
locations = \$773.94



Average number of students is 500. Chelsea
Private Performing Arts Dance School uses
a non-commercial digital music (streaming)
service in classes. \$2.23 x 500 Average Student
figure = \$1,115 for Audio Recording/Digital
Package



One event a quarter \$442.25

No event filmed, copied or distributed



Music on the Chelsea Private Performing Arts
Dance School website \$608.10

Total licence fee \$2,939.29
(around 2 cents per student per day of the year)

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.

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 115,000+ 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.

ARIA means Australian Recording Industry Association Limited.

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