

# RECORDED MUSIC FOR DANCE USE

Licensing Enquiries 1300 162 162 [getallicence@onemusic.com.au](mailto:getallicence@onemusic.com.au) [onemusic.com.au](http://onemusic.com.au) August 2023

**SIGN UP NOW**

This licence scheme is designed for businesses that use our recorded music for patrons to dance to. This could be a dedicated nightclub, dance club or disco. If you are a [hotel, bar, tavern or casino](#) or a [registered and licensed club](#) please go to your industry on the [OneMusic website](#) for more information.

## Why do I need a OneMusic licence?

1 Shows your organisation respects and supports songwriters and recording artists creators of Australian culture.

2 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](http://copyright.org.au).

3 The big one. You benefit by using music: it gives them something to dance to and keeps them engaged and creates 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.

## 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.

## 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. Licence fees are paid out according to data from music recognition technology (see below) and the ARIA Dance Charts.

All fees quoted include GST so 10% is paid to the Australian Taxation Office as GST. Did you know OneMusic's fees are fully tax deductible?

OneMusic Australia will continue with the joint APRA AMCOS and PCCA roll-out of Music Recognition Technology (currently using DJ Monitor and Kuvo) to capture what tracks are being played in selected nightclubs and other venues. This data is used by both organisations to make more accurate payments to their members and licensors based on a sample of music played in nightclubs.

## 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.



**OneMusic**  
ONE LICENCE

## 1. Recorded Music for Dance Use (RMFD)

**Recorded Music for Dance Use** is specifically for the purpose of dancing such as a nightclub or a venue providing recorded music for dance use.

### How much does it cost per year?

Recorded Music for Dance Use
<b>\$1.98 per person admitted</b> to each RMFD Area for each day of operation (24 hour period)

### Add Ons

 Website Use <b>\$608.10</b>
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### What do the terms in the table above mean?

**Per person admitted** is the attendance at your RMFD Area (the RMFD Area is not limited to a venue's dance floor). The attendee figure is capped at (that is, will never be more than) the RMFD Area Capacity for each day of operation. You report to us the number of annual attendees for each RMFD Area, the RMFD Area Capacity and the annual days of operation.

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

Please note that the RMFD rate is applied to **PHYSICALLY SEPARATE AREAS** where Recorded Music for Dance is played. In multi-purpose venues, for example those that have a separate restaurant or a separate bar with a different sound source that does not play RMFD, different tariffs may apply to those areas. In such circumstances, OneMusic will work with venues to determine which licence scheme is most appropriate for their music use and venue configuration, including for example the 'Hotel scheme'. The application of the RMFD tariff to a location's OneMusic licence will be assessed independently of the location's liquor licence or agreements the location has with other organisations.

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 at [hello@onemusic.com.au](mailto:hello@onemusic.com.au) 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](#).

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.

**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](http://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 our 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).

## 2. Telephone on Hold

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

### How much does it cost per year?

Telephone on Hold Licence Fees are capped at \$88,450.97 (including GST) per client (irrespective of the number of Locations you have licensed). However, we would expect most businesses covered under this licence scheme to have only a small number of lines.

Caller Capacity lines	Telephone on Hold (Communication only)		Telephone on Hold (Communication and Reproduction)		Partial Rights Deduction
	Single Location (for 1 Location)	Multiple Locations (per Business)	Single Location (for 1 Location)	Multiple Locations (per Business)	
1 - 2	\$265.35	\$353.80	\$331.69	\$442.25	If applicable, Partial Rights Deduction minus 48.25% of total relevant amount
3 - 5	\$348.27	\$508.59	\$431.19	\$635.74	
6 - 10	\$519.64	\$785	\$652.32	\$984.01	
11 - 25	\$862.39	\$1,304.65	\$1,077.99	\$1,630.81	
26 - 50	\$1,636.34	\$2,587.19	\$2,045.42	\$3,228.46	
51 - 100	\$2,598.24	\$4,577.33	\$3,356.71	\$5,495.01	
101 - 200	\$5,196.49	\$9,508.47	\$6,235.79	\$11,410.17	
201 - 300	\$8,845.09	\$16,584.55	\$10,614.11	\$19,901.46	
301 - 400	\$11,410.17	\$22,112.74	\$13,687.78	\$26,535.29	
401 plus*	\$19.90 per additional line	\$33.16 per additional line	\$24.32 per additional line	\$39.80 per additional line	

### What do the terms in the table above mean?

When we talk about **Caller Capacity Lines** we mean how many lines (playing music of course) you can place on hold at any one time at all retail product of service locations. If you have VOIP or a Cloud based telephone system, the concept applies to the number of simultaneous users across all locations.

**Communication Only** - you need this cover only when you have not made a copy of our music to use on your Telephone on Hold system. For example, your Telephone on Hold music is sourced directly from a purchased CD or an external agency has created and supplied your Telephone on Hold messaging.

**Communication and Reproduction** - many businesses require this extra level of cover because they have made a copy of our music or are accessing our music from a digital music service. For example, you have copied our music from a CD onto a hard drive or made a copy of our music as a digital download. This also covers your business if you are using an existing recording for a purpose for which it has never been licensed for, such as in the case of personal digital music services that most of us use at home. Even with our licence, the use of digital music services by you in your business may be in breach of the terms and conditions of your end user agreement with that service. You should check with your service provider.

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 or perhaps the APRA Works and AMCOS Works a used on your Telephone on Hold service have been directly licensed by you with the composer.

**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) have been given the right to license the APRA Works and AMCOS Works by the owners of the copyright – 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.

## Deductions & Payments

A OneMusic Australia licence covers the use of both the APRA Works and AMCOS Works (the written songs) plus the PCCA Sound Recordings (the recorded music), we 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 in your background music from a source other than PCCA, for instance a 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.

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).

## 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](http://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.

## Feedback

Comments and feedback on your licence agreement or the information guides can be sent to us at [hello@onemusic.com.au](mailto:hello@onemusic.com.au)

## 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.

## 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](mailto: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](mailto: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 PCCA and APRA AMCOS before OneMusic and you consider your annual fee has seen an unexpected increase under the new OneMusic Australia scheme, please contact us on 1300 162 162 or [hello@onemusic.com.au](mailto: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 2023 and 31 August 2024.

### SinCentral Club



On average, 130 people admitted nightly in Recorded Music for Dance Use Area. 160 patron official capacity.

Opens 45 nights a year

$\$1.98 \times 130 \text{ attendees} \times 45 \text{ nights} = \$11,583.00$

They have a website without music \$0.00

A non commercial-digital music (streaming) service plays through their one Telephone on Hold line = \$331.69 for communication and reproduction.

Total annual licence fee is \$11,914.69 and this will be billed as quarterly invoices (unless the business requests an annual invoice).

### Tommy's Nightclub



Two room venue with 17,000 people attending the upstairs area annually and 9,500 people attending the downstairs area annually. The official capacity of the upstairs area is 200. The official capacity of downstairs is 160.

Upstairs opens 104 nights per year

$\$1.98 \times 17,000 \text{ annual attendees} = \$33,660.00$

Downstairs opens 52 nights per year (Saturday nights only)

$\$1.98 \times 9,500 \text{ annual attendance}$  however as the attendance is capped by the room capacity, the fee is calculated at  $\$1.98 \times 160 \text{ room capacity} \times 52 \text{ nights of operation} = \$16,473.60$ .

They have a website with music \$608.10

Total licence fee is \$50,741.70 and this will be billed as quarterly invoices (unless the business requests an annual invoice).

**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.**

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