

MUSIC IN HOTELS, MOTELS & OTHER PLACES OF ACCOMMODATION



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

APPLY NOW

This licence covers the use of music in hotels, motels and other places whose main business is providing accommodation including holiday parks.

Why do I need a licence?

If you use copyright music in your hotel, motel, or place of accommodation 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 an organisation which licenses rights in music on behalf of 100,000 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 3.

You can get independent information at www.copyright.org.au.

You will need extra licences from us if you have other music uses such as **live performances**, an in-house **fitness centre** open to general public membership, or you have a **function room**.

Note: Music and TVs in guest rooms do not need our licence.

How long does the licence last?

Licences are ongoing and renew each year. If you no longer need our licence (e.g. if you cease to use music), you can terminate with one month's notice to us.


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.





Music means business


Research shows hotels that play music can improve the loyalty of their customers and encourage them to stay longer in public areas. More than a quarter of people are prepared to pay five per cent more on food or drink in hotel restaurants and bars when music is being played.

 **78%** of people agree that hearing music in a hotel makes them feel more relaxed

 **69%** of people would spend more time in the public areas of the hotel if music was played there

 **61%** of people are more likely to eat and drink more when they hear music they like in a hotel

 **55%** of people prefer to meet colleagues or clients where good hotel music is being played

 **75%** of hotel guests like to hear music in lobbies, bars, restaurants and public spaces

From musicworksforyou.com

How much does it cost per year?

BACKGROUND MUSIC - GENERAL AREAS

Tablets, smartphones, CD players, background music systems	\$208.73 each device per zone
Radios and small TVs (groups of four small TVs are charged as one large screen TV)	\$135.08 each
Large Screen TVs (105cm/42inch or larger)	\$429.73 each
Audio Jukeboxes	\$306.95 each
Video Jukeboxes	\$429.73 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	\$141.70	\$283.44
Radios and small TVs	\$113.38	\$141.70

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	\$162.06	\$270.09	\$108.04

MUSIC ON HOLD

	1-5 external phone lines	6-10 external phone lines
Playing through phone system	\$161.73	\$255.37
Copying for phone system	\$40.44	\$63.85

Rates include 10% GST and are not negotiable. Fees will increase by CPI each year. Licence fees are renewed and may be reassessed each year to take into account changes in your music use.

Example.

A hotel is remodelling to increase the number of its guest rooms from 100 to 120 and plan to install a gym and dedicated small restaurant (of less than 300 m²). The new gym will have one 150cm TV screen and two in-cardio screens. The hotel already plays music from an iPad in the reception area. They have a streaming service provide music, around 800 tracks a year. They will have a separate music device in the new restaurant with a similar number of tracks being played through streaming.

The hotel's licence payment will be based on one iPad in reception (\$208.73), and copying 800 tracks through their streaming service (\$270.09), with no change for radios and TVs in guest rooms.

The licence payment for music on the screens in the gym would be based on one large TV (\$429.73) and two small screens (2 x \$135.08).

The guest restaurant licence payment would be based on the under 300m² size (\$141.70) and copying 800 tracks through their streaming service (\$270.09).

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 around the world.

Will the rates change?

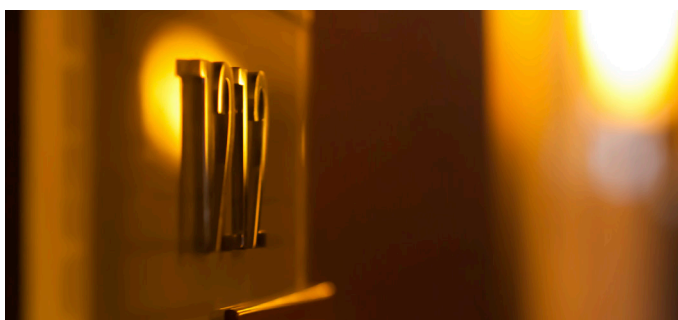
Apart from yearly CPI reviews, APRA AMCOS will not increase or change licence fees without first consulting the industry.

What does **APRA AMCOS** do with my fees?

We care about ensuring the licence fees you pay are distributed in the most economical 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 13.6 per cent, our operational costs compare very favourably to organisations providing the same service overseas.

Fees from background music, music on hold and business copying go into royalty pools and are distributed according to data on music use from **radio stations, streaming services, ARIA** (Australian Recording Industry Association) chart placings and **music video channels**.



Need some help?

If you need advice on where to find music or what works best in your premises we'd be happy to help. Call our Customer Support Team on 1300 852 388 or speak to your local APRA AMCOS representative.

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 100,000 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 premises?

There are a couple of ways to get permission to play music in your premises.

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 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](#).

Re-recorded or "PPCA-Free" Music.

Some music suppliers re-record popular tracks using session musicians and singers. Although the product is not the original recording, you still need our licence because the lyrics and melodies are not changed and remain represented by us.

Royalty-Free Music. Some music suppliers offer recordings of music they say is outside our repertoire and so does not need our licence. If you wish to use a "Royalty-Free" music product, please contact us and we will check whether any extra licences are needed.



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