

# MUSIC IN RESTAURANTS/CAFÉS

Licensing Enquiries 1300 852 388 [licence@apra.com.au](mailto:licence@apra.com.au) [www.apraamcos.com.au](http://www.apraamcos.com.au)

## This licence covers restaurants and cafés.

(Milk bars, takeaway shops, and coffee kiosks are licensed under our retail scheme.)

Any profitable restaurant/café aims to create the perfect playlist to dine by. We know the right tunes can alter the entire eating experience, help guests to stay longer, order more and recommend you. Experts say your music needs to reinforce the overall atmosphere you're trying to create while allowing some of your 'personality' to shine through. An APRA AMCOS licence allows you to use music from any legal source, providing peace-of-mind that you have met your Copyright Act obligations and made sure songwriters and composers are paid fairly for their original work.

Our licence allows you to play Background Music from and copied onto digital devices (e.g. tablets and smartphones), CDs, radios and TVs, music on hold, music played in areas not accessible by the public and music streamed from your business' website for non-commercial purposes.

You can also have Featured Music Performances that now include Live, DJs and karaoke performances where the ticket price is less than \$20 and/ or Premium Featured Music Performances that include Live, DJ and karaoke performances where the ticket price is \$20 or more.

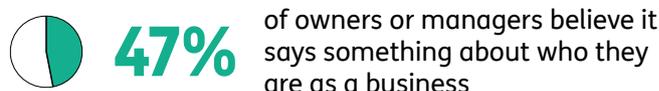
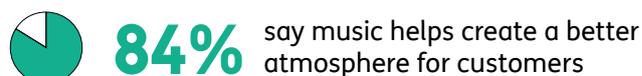
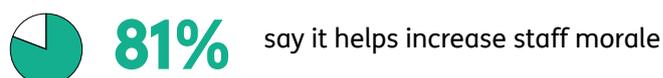
You select the ways in which you want to use our music and pay according to the price schedule. There are bundled discounts available for multiple uses and if you use background music, we're giving you a complimentary licence for one night of live music to give you the opportunity to appreciate how live music can work for your restaurant/café.

You may also need licences from other organisations such as PPCA (Phonographic Performance Company of Australia) (see below).



## Music means business

Research shows people appreciate the improvements that music can bring to a restaurant or café.



From [musicworksforyou.com](http://musicworksforyou.com)

## What music can I use?

We've done the hard work for you so our licence allows you to use any commercially released music from anywhere around the world.

## Need some help?

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

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## How much does it cost per year?

1.	Background music is used in my restaurant/café/on my website	Price (inc GST)
	A) Music on your Website ONLY	\$169.32
	B) Background Music in your restaurant/café ONLY	\$282.20
	C) Background Music in your restaurant/café + Music on your Website	\$359.16

To give you an appreciation of how live music can work for your restaurant/café, if you take out option B or C above, we will provide you with a complimentary licence for one night's performance of live music. If it works for you, and you want to use live music more often, just let us know and we'll adjust your invoice accordingly.

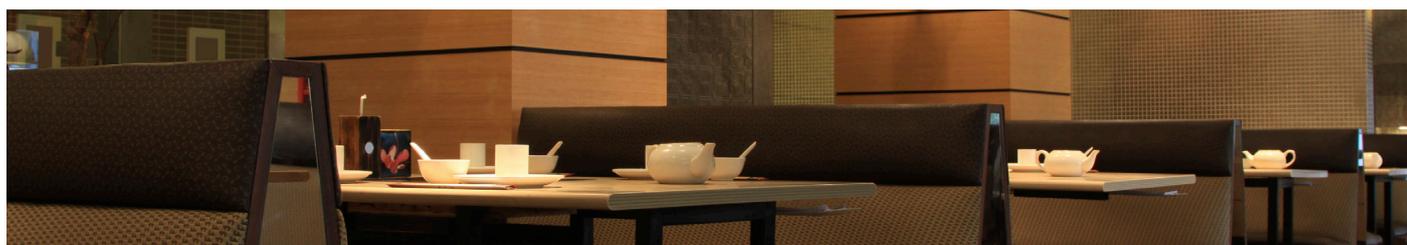
2.	Live performers (including DJs and/or Karaoke)	Price (inc GST)
	A) Featured Music Performances ONLY (up to 12 nights per annum)	\$169.32 (+\$11.29/night in excess)
	B) Background Music in your restaurant/café + Featured Music Performances (up to 12 nights per annum)	\$395.08 (+\$11.29/night in excess)
	C) Background Music in your restaurant/café + Featured Music Performances (up to 12 nights per annum) + Music on your Website	\$461.78 (+\$11.29/night in excess)

If you select Option 1B, 1C, 2B or 2C and your Background Music is provided by a Background Music Supplier, you may be eligible for a reduced background music licence fee.

3.	Unlimited music options	Price (inc GST)
	Background Music in your restaurant/café + Music on your Website + unlimited annual Featured Music Performances	\$923.55

In addition, if there are Featured Music Performances with an admission price of \$20 or more, option 4 applies.

4.	Live performers or DJs where the admission price is \$20 or more	Price (inc GST)
	A) Premium Featured Music Performances	2.2% of the total amount paid by the patrons of the restaurant/café (Gross Sums Paid for Admission) for Premium Featured Music Performances



### Example

Hank's cafe has a background music licence, but he now wants to provide a broader range of music so he is going to trial the use of live music by booking a band to play on Friday night.

#### Current cost

Background Music Licence = \$282.20

#### New cost

Background Music Licence = \$282.20 + 1 night trial of a Featured Music Performance = \$0.00 (complimentary)

Hank decides he would like to go ahead with the featured music so he books a band to play on the last Friday of every month for the year.

#### Current Cost:

Background Music Licence = \$282.20

#### New Cost

Background Music + Featured Music Performance (up to 12 nights per annum) = \$395.08

## 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 87 cents is returned to music creators. At around 13 per cent, our costs compare very favourably to organisations providing the same service overseas. For example, in the UK the figure is about 16 per cent and about 18.5 per cent in Germany.

- Fees from background music, music on hold and copying go into royalty pools and are distributed according to data on music use from radio stations, ARIA (Australian Recording Industry Association) chart placings and music video channels.
- If you use a background music supplier, we have arrangements with many to pay your fees directly to the music they report to us.

## 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](mailto:licence@apra.com.au).

Read about our formal complaints procedure here: [apraamcos.com.au/feedback](http://apraamcos.com.au/feedback)

## 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](mailto:disputes@apra.com.au) or call 02 9935 7900.

Read about our dispute resolution system here: [apraamcos.com.au/adr](http://apraamcos.com.au/adr)

## Copyright

You can get independent information on copyright from the Australian Copyright Council [www.copyright.org.au](http://www.copyright.org.au).

## How long does the licence last?

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.

**APRA AMCOS (the Australasian Performing Right Association and the Australasian Mechanical Copyright Owners Society) is a collective management organisation which licenses performing, communication and reproduction rights in music on behalf of more than 87,500 members and 124,000 licensees with 170 affiliated organisations worldwide.**

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

## 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) or you can choose to pay once a year. Extended payment terms are available. To find out more contact our Customer Support Team on 1300 852 388.

## Do I have to go through **APRA AMCOS** to play music in my business?

There are several different ways to get permission to play music in your business.

**APRA AMCOS Licence.** Our licence is a one-stop shop for the world's repertoire of music and we believe it provides the easiest and most cost-effective way to access public performance rights to music.

**Background Music Supplier.** If you use an authorised background music supplier to provide the music at your premises, it may be that they can also provide you with all the necessary music licences you need. Feel free to contact us to see if you are already covered.

**Direct Licensing.** Our members may license their music directly to music users and you are free to discuss this with them. You can find more details on our website under Dealing directly with copyright owners: [apraamcos.com.au/deal-direct](http://apraamcos.com.au/deal-direct)

**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 which they claim 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](mailto: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](mailto:licence@apra.com.au).