



2018 Music License Rate Form

Due to CNADM February 1, 2018

Photocopy this form for each studio location. **Make out ONE check to CNADM for the TOTAL fees.** Call 815-397-6282 or email dance@cnadm.com with your questions. **Send form and check to CNADM, 220 East State St., Suite G, Rockford, IL 61104.**

CNADM Member Name

Studio Name

Studio Location - Street Address (no PO Boxes)

City

State

Zip

Telephone

Email Address

1. ASCAP Licensing Fees

Circle the appropriate rate for your studio—Choose ONE only!

Average Number of Students[†] _____ Type of Dance Instruction: Ballet Combination Ballroom

Type of Dance Instruction	Average Number of Students Per Week [†]			
	1-75	76-150	151-300	301 & Over
Ballet*	\$34.97	\$69.91	\$104.84	\$139.81
Combination**	\$52.42	\$104.84	\$157.29	\$209.72
Ballroom***	\$69.91	\$139.81	\$209.72	\$279.60

[†] Students taking up to 5 hours of instruction per week shall be counted as 1 student per week; students taking 5 or more hours per week shall be counted as 2 students per week.

* Includes licensees teaching ballet only.

** Includes licensees teaching jazz, classical, ballet, tap, modern ballet, acrobatic, gymnastic, square, ethnic, folk, baton, aerobics, yoga, Zumba, pilates, hip-hop, fitness, exercise and workout classes.

*** Includes licensees teaching any ballroom, social or round dancing, including any currently popular dance.

2. BMI Licensing Fees

Circle the appropriate rate for your studio—Choose ONE only!

	Average Number of Students Per Week*				
	Under 60	60-124	125-249	250-374	375 & Over
Category A Instructional Use Only	\$107.00	\$212.00	\$317.00	\$421.00	\$565.00
Instructional Use is music that is used specifically for dance instruction, even when it is within the studio (as opposed to music playing in the background as ambient music within a studio)					
Category B Background & Instructional Use	\$168.00	\$340.00	\$506.00	\$679.00	\$903.00
— Single Floor This category is for instructors who use music within their classes, AND also use music, at times, in the ambient nature described above (Category A), as non-instructional background music within a one-floor (level) studio.					
Category C	\$212.00	\$421.00	\$636.00	\$847.00	\$1,128.00
— Multi-Floor This category applies to instructors with studios with more than one floor (level), utilizing music from both categories.					

♦ Count each student once per week.

3. SESAC Licensing Fees ALL Studios: \$63.99 annually

1. ASCAP License Amount \$ _____
 2. BMI License Amount: \$ _____
 3. SESAC License Amount: \$ _____
TOTAL Amount Enclosed: \$ _____

Due February 1, 2018

Why Dance Studios Need to Pay Music Licensing Fees



The US Copyright Law requires any business that performs copyrighted music to obtain, in advance, permission from the copyright owner or representative of the copyright owners. ASCAP, BMI and SESAC are the three US Performing Right Organizations (PRO) and can provide this required authorization on behalf of their affiliated songwriters and music publishers.

The Performing Right Organizations facilitate the process of bringing together the creators of music with those who wish to play copyrighted music in their business. **A blanket license is issued to dance schools and similar operations that allow them to play all of the music in the repertory of the PRO, as often as they like, for one annual fee.**

If you pay for licensing with one PRO, that agreement does not provide you the required authorization to play the songs in the repertory of the other two PROs. **Businesses routinely obtain licenses from all three PROs in the US. By doing so, they are authorized to play virtually all of the copyrighted music in the US, and the entire world.**

If you choose to pay your licensing fees through CNADM, please feel free to contact the office at any time with your questions or any problems you may encounter with the PROs. CNADM will serve as your liaison with ASCAP, BMI and SESAC to help resolve your issues.

CNADM

220 E. State St. Suite G
Rockford, IL 61104

815-397-6282 • fax 815-397-6799
email dance@cnadm.com • www.cnadm.com

Music Licensing FAQs

Do I have to pay all three music licensing organizations?

You need to pay each of the three PROs – ASCAP, BMI and SESAC – because they each represent different songwriters and music publishers. Annual licensing payments to the three US Performing Right Organizations (PRO) authorizes you to use music during dance instruction and performance.

Why would I want to pay my music licensing fees through CNADM?

CNADM has entered into a group contract with each of the three PROs – ASCAP, BMI, & SESAC – that allows us to collect these annual licensing fees on behalf of our members and, therefore, offers a more convenient process. CNADM members also receive discounted rates - savings of 35-50% off the individual licensee rates.

Do my licensing fees cover performances outside of the studio?

Yes, the fees paid through CNADM to the three PROs cover a Public Performance License.

This covers a license on behalf of the copyright owner or his agent granting the right to perform the work in, or transmit the work to, the public. The fee does not cover the right to reproduce the music on a CD or in digital form or to sell a reproduction of the performance.

How do I know what ASCAP level to choose?

Look at the levels as a progression based on the types of dance instruction your studio offers.

If you only teach Ballet, you choose BALLETT. If you teach Ballet PLUS any of the following: jazz, classical, ballet, tap, modern ballet, acrobatic, gymnastic, square, ethnic, folk, baton, aerobics, yoga, Zumba, pilates, hip-hop, fitness, exercise and workout classes, you choose COMBINATION. And, if you are teaching Ballet PLUS any dance from the second level PLUS Ballroom or social dancing, you choose BALLROOM.

What is the definition of single floor vs. multi-floor in the BMI rates?

Floor references are to multiple levels – not multiple rooms on the same level. So, if all your dance studio rooms are on one level, you choose Single Floor. If you have a studio that has more than one floor (level), you choose Multi-Floor.

How do I determine my Average Number of Students Per Week for ASCAP & BMI?

ASCAP and BMI determine this number differently.

For ASCAP, you need to figure students taking UP TO 5 hours of instruction per week as 1 student per week; students taking 5 or more hours per week are counted as 2 students per week.

For BMI, the number of students is counted by individual name, not by hours of instruction.