

## APRA PPCA rates 2008 to 2016

PPCA and APRA fee movement comparisons from 2006 to 2016			350 Capacity venue open 3 nights per week	600 Capacity venue open 3 nights per week	1,000 Capacity venue open 3 nights per week		
PPCA Fees		\$ per person rate	\$ per annum	\$ per annum	\$ per annum	% Increase per annum	Cumulative % Increase
	2006	\$0.0748	4,084	7,001	11,669		
	2007	\$0.0748	4,084	7,001	11,669	0.0%	0.0%
	2008	\$0.5100	27,846	47,736	79,560	581.8%	581.8%
	2009	\$0.6400	34,944	59,904	99,840	25.5%	755.6%
	2010	\$0.7800	42,588	73,008	121,680	21.9%	942.8%
	2011	\$0.9100	49,686	85,176	141,960	16.7%	1116.6%
	2012	\$1.0500	57,330	98,280	163,800	15.4%	1303.7%
	2013	\$1.1900	64,974	111,384	185,640	13.3%	1490.9%
	2014	\$1.2200	66,612	114,192	190,320	2.5%	1531.0%
	2015	\$1.2500	68,250	117,000	195,000	2.5%	1571.1%
	2016	\$1.2700	69,342	118,872	198,120	1.6%	1597.9%

APRA Fees		\$ per person rate	\$ per annum	\$ per annum	\$ per annum	% Increase per annum	Cumulative % Increase
	2006	\$0.1121	4,590	7,869	13,116		
	2007	\$0.1279	5,239	8,981	14,968	14.1%	14.1%
	2008	\$0.1279	5,239	8,981	14,968	0.0%	14.1%
	2009	\$0.5100	20,885	35,802	59,670	298.7%	355.0%
	2010	\$0.5800	23,751	40,716	67,860	13.7%	417.4%
	2011	\$0.5800	23,751	40,716	67,860	0.0%	417.4%
	2012	\$0.7100	29,075	49,842	83,070	22.4%	533.4%
	2013	\$0.7100	29,075	49,842	83,070	0.0%	533.4%
	2014	\$0.7100	29,075	49,842	83,070	0.0%	533.4%
	2015	\$0.8500	34,808	59,670	99,450	19.7%	658.3%
	2016	\$0.8500	34,808	59,670	99,450	0.0%	658.3%

APRA-PPCA Total Fees							
	2006	\$0.1869	8,675	14,871	24,785		
	2007	\$0.2027	9,323	15,982	26,637	8.5%	8.5%
	2008	\$0.6379	33,085	56,717	94,528	214.7%	241.3%
	2009	\$1.1500	55,829	95,706	159,510	80.3%	515.3%
	2010	\$1.3600	66,339	113,724	189,540	18.3%	627.7%
	2011	\$1.4900	73,437	125,892	209,820	9.6%	697.2%
	2012	\$1.7600	86,405	148,122	246,870	18.1%	841.7%
	2013	\$1.9000	94,049	161,226	268,710	8.0%	916.6%
	2014	\$1.9300	95,687	164,034	273,390	1.6%	932.6%
	2015	\$2.1000	103,058	176,670	294,450	8.8%	1023.6%
	2016	\$2.1200	104,150	178,542	297,570	1.0%	1034.3%

<b>Victorian Liquor License Cost, trading to 3am</b>		\$	\$	\$
Base Fee		900	900	900
Operating Hours Risk Fee		3,600	3,600	3,600
Sub Total		4,500	4,500	4,500
Venue Capacity Multiplier		1.5	2.0	3.0
Annual License Fee Cost		6,750	9,000	13,500

<b>Victorian Liquor License Cost, trading to 5am</b>				
Base Fee		900	900	900
Operating Hours Risk Fee		7,200	7,200	7,200
Sub Total		8,100	8,100	8,100
Venue Capacity Multiplier		1.5	2.0	3.0
Annual License Fee Cost		12,150	16,200	24,300

## APRA PPCA rates 2008 to 2015

Liquor License Costs in Victoria	350 Capacity venue open 3 nights per week	600 Capacity venue open 3 nights per week	1,000 Capacity venue open 3 nights per week		
PPCA Fees	\$ per annum	\$ per annum	\$ per annum	% Increase per annum	Cumulative% Increase
2006	4,084	7,001	11,669		
2007	4,084	7,001	11,669	0.0%	0.0%
2008	27,846	47,736	79,560	581.8%	581.8%
2009	34,944	59,904	99,840	25.5%	755.6%
2010	42,588	73,008	121,680	21.9%	942.8%
2011	49,686	85,176	141,960	16.7%	1116.6%
2012	57,330	98,280	163,800	15.4%	1303.7%
2013	64,974	111,384	185,640	13.3%	1490.9%
2014	66,612	114,192	190,320	2.5%	1531.0%
2015	68,250	117,000	195,000	2.5%	1571.1%

APRA Fees	\$ per annum	\$ per annum	\$ per annum	% Increase per annum	Cumulative% Increase
2006	4,590	7,869	13,116		
2007	5,239	8,981	14,968	14.1%	14.1%
2008	5,239	8,981	14,968	0.0%	14.1%
2009	20,885	35,802	59,670	298.7%	355.0%
2010	23,751	40,716	67,860	13.7%	417.4%
2011	23,751	40,716	67,860	0.0%	417.4%
2012	29,075	49,842	83,070	22.4%	533.4%
2013	29,075	49,842	83,070	0.0%	533.4%
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2015	34,808	59,670	99,450	19.7%	658.3%

<b>Victorian Liquor License Cost, trading to 3am</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>
Base Fee	900	900	900
Operating Hours Risk Fee	3,600	3,600	3,600
Sub Total	4,500	4,500	4,500
Venue Capacity Multiplier	1.5	2.0	3.0
Annual License Fee Cost	6,750	9,000	13,500

<b>Victorian Liquor License Cost, trading to 5am</b>			
Base Fee	900	900	900
Operating Hours Risk Fee	7,200	7,200	7,200
Sub Total	8,100	8,100	8,100
Venue Capacity Multiplier	1.5	2.0	3.0
Annual License Fee Cost	12,150	16,200	24,300

## Overseas Comparisons June 2016

Overseas Comparisons - Publishing (APRA Equivalent) as at 23.06.16				
		350 Capacity venue open 3 nights per week	600 Capacity venue open 3 nights per week	1,000 Capacity venue open 3 nights per week
<b>USA - BMI</b>	rate per person per annum			
<a href="http://www.bmi.com">www.bmi.com</a>				
<b>BMI 'Drinking Places' open 2-4 nights pw</b>				
Enhanced recorded music USD	\$ 3.30			
if admission charge, add... USD	\$ 1.85			
if dancing to live or recorded, add... USD	\$ 1.50			
Rate per year per occupant USD	\$ 6.65			
AUD @ 0.7533 per RBA website	8.83	3,090	5,297	8,828
<b>USA - SESAC</b>				
<a href="http://www.sesac.com">www.sesac.com</a>				
<b>Mechanical Music - Enhanced</b>				
Annual Fee USD		\$ 602	\$ 1,140	\$ 2,010
AUD @ 0.7533 per RBA website		\$ 799	\$ 1,513	\$ 2,668
<b>UK - PRS for Music</b>				
<a href="http://www.prsformusic.com">www.prsformusic.com</a>				
<b>PRS for Music - Commercial Discotheques</b>				
British pounds per 1,000 people	£ 100.62			
AUD @ 0.509 per RBA website	\$ 197.68			
Rate per person	\$ 0.1977	10,793	18,503	30,838
<b>Ireland - IMRO</b>				
<a href="http://www.imro.ie">www.imro.ie</a>				
Rates per event (Euros)		€ 42.24	€ 52.67	€ 66.34
AUD @ 0.6639 per RBA website		\$ 63.62	\$ 79.33	\$ 99.92
Cost per annum		\$ 9,925	\$ 12,376	\$ 15,588
<b>Canada - SOCAN</b>				
<a href="http://www.socan.com.ca">www.socan.com.ca</a>				
<b>SOCAN - Recorded Music for Dancing- Tariff 18 (open 1-3 days per week)</b>				
Rate per Annum CAD		\$ 1,230	\$ 1,871	\$ 2,951
AUD @ 0.9641 per RBA website		\$ 1,276	\$ 1,941	\$ 3,061

<b>Overseas Comparisons - Recording (PPCA equivalent)</b>				
	<b>Tariff</b>	<b>350 Capacity venue open 3 nights per week</b>	<b>600 Capacity venue open 3 nights per week</b>	<b>1,000 Capacity venue open 3 nights per week</b>
<b>UK - PPL</b>				
<a href="http://www.ppluk.com">www.ppluk.com</a>	PPLPP001			
<b><i>Tariff for the use of public use of sound recordings</i></b>				
Based on average attendances				
British pounds for event.		£ 85.44	£ 98.64	£ 125.04
AUD @ 0.509 per RBA website		\$ 167.86	\$ 193.79	\$ 245.66
Rate per person at 100% patronage	AUD	\$ 0.17	\$ 0.19	\$ 0.25
Rate per person at 75% patronage		\$ 0.13	\$ 0.15	\$ 0.18
Cost per annum at 75% patronage		\$ 6,874	\$ 13,604	\$ 28,742
<b>Ireland - PPI</b>	Commercial Disco & Night club			
<a href="http://www.ppimusic.ie">www.ppimusic.ie</a>				
<b><i>Commercial Discotheques and Nightclubs</i></b>				
Rates per event (Euros)		€ 66.27	€ 138.58	€ 234.97
AUD @ 0.6639 per RBA website		\$ 99.83	\$ 208.73	\$ 353.93
Cost per annum at 100% patronage		\$ 15,573	\$ 32,562	\$ 55,213
Cost per annum at 75% patronage		\$ 11,680	\$ 24,421	\$ 41,410
<a href="http://en.wikipedia.org/wiki/List_of_copyright_collection_societies">http://en.wikipedia.org/wiki/List_of_copyright_collection_societies</a>				

## Overseas Comparisons Nov 2015

Overseas Comparisons - Publishing (APRA Equivalent) as at 30.11.15				
		350 Capacity venue open 3 nights per week	600 Capacity venue open 3 nights per week	1,000 Capacity venue open 3 nights per week
<b>USA - BMI</b>	rate per person per annum			
<a href="http://www.bmi.com">www.bmi.com</a>				
<b>BMI 'Drinking Places' open 2-4 nights pw</b>				
Enhanced recorded music USD	\$ 3.25			
if admission charge, add... USD	\$ 1.80			
if dancing to live or recorded, add... USD	\$ 1.80			
Rate per year per occupant USD	\$ 6.85			
AUD @ 0.72 as at 27 November 2015	9.51	3,330	5,708	9,514
<b>USA - SESAC</b>				
<a href="http://www.sesac.com">www.sesac.com</a>				
<b>Mechanical Music - Enhanced</b>				
Annual Fee USD		\$ 602	\$ 1,140	\$ 2,010
AUD @ 0.72 as at 27 November 2015		\$ 836	\$ 1,583	\$ 2,792
<b>UK - PRS for Music</b>				
<a href="http://www.prsformusic.com">www.prsformusic.com</a>				
<b>PRS for Music - Commercial Discotheques</b>				
British pounds per 1,000 people	£ 99.62			
AUD @ 0.48 as at 27 November 2015	\$ 207.54			
Rate per person	\$ 0.2075	11,332	19,426	32,377
<b>Ireland - IMRO</b>				
<a href="http://www.imro.ie">www.imro.ie</a>				
Rates per event (Euros)		€ 42.24	€ 52.67	€ 66.34
AUD @ 0.68 as at 27 November 2015		\$ 62.12	\$ 77.46	\$ 97.56
Cost per annum		\$ 9,690	\$ 12,083	\$ 15,219
<b>Canada - SOCAN</b>				
<a href="http://www.socan.com.ca">www.socan.com.ca</a>				
<b>SOCAN - Recorded Music for Dancing- Tariff 18 (open 1-3 days per week)</b>				
Rate per Annum CAD		\$ 1,230	\$ 1,871	\$ 2,951
AUD @ 0.96 as at 27 November 2015		\$ 1,281	\$ 1,949	\$ 3,074

<b>Overseas Comparisons - Recording (PPCA equivalent)</b>				
	<b>Tariff</b>	<b>350 Capacity venue open 3 nights per week</b>	<b>600 Capacity venue open 3 nights per week</b>	<b>1,000 Capacity venue open 3 nights per week</b>
<b>UK - PPL</b>				
<a href="http://www.ppluk.com">www.ppluk.com</a>	PPLPP001			
<b><i>Tariff for the use of public use of sound recordings</i></b>				
Based on average attendances				
British pounds for event.		£ 72.24	£ 98.64	£ 125.04
AUD @ 0.48 as at 20 March 2015		\$ 150.50	\$ 205.50	\$ 260.50
Rate per person at 100% patronage	AUD	\$ 0.15	\$ 0.21	\$ 0.26
Rate per person at 75% patronage		\$ 0.11	\$ 0.15	\$ 0.20
Cost per annum at 75% patronage		\$ 6,163	\$ 14,426	\$ 30,479
<b>Ireland - PPI</b>	Commercial Disco & Night club			
<a href="http://www.ppimusic.ie">www.ppimusic.ie</a>				
<b><i>Commercial Discotheques and Nightclubs</i></b>				
Rates per event (Euros)		€ 66.27	€ 138.58	€ 234.97
AUD @ 0.68 as at 20 March 2015		\$ 97.46	\$ 203.79	\$ 345.55
Cost per annum at 100% patronage		\$ 15,204	\$ 31,791	\$ 53,906
Cost per annum at 75% patronage		\$ 11,403	\$ 23,843	\$ 40,429
<a href="http://en.wikipedia.org/wiki/List_of_copyright_collection_societies">http://en.wikipedia.org/wiki/List_of_copyright_collection_societies</a>				
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## Gross Margins

<b>Gross Margin Analysis</b>	<b>350 Capacity venue open 3 nights per week</b>	<b>600 Capacity venue open 3 nights per week</b>	<b>1,000 Capacity venue open 3 nights per week</b>
Annual Attendances	54,600	93,600	156,000
Drinks per head	\$20	\$20	\$20
Annual Sales	\$1,092,000	\$1,872,000	\$3,120,000
COGS at 25%	\$273,000	\$468,000	\$780,000
Gross Profit	\$ 819,000	\$ 1,404,000	\$ 2,340,000
Gross Margin	75%	75%	75%
Less Copyright fees	\$ 104,150	\$ 178,542	\$ 297,570
Adjusted Gross Profit	\$ 714,851	\$ 1,225,458	\$ 2,042,430
Adjusted Gross Margin	65%	65%	65%