



Confidential FACT SHEET: Agreement between Re:Sound and Dance Associations

This is a summary of a confidential agreement and should not be distributed to anyone besides the affected dance associations and their members

At a Glance:

Re:Sound, in collaboration with 11 national and provincial dance teacher associations/organizations, have entered into an agreement that reflects the needs, usage and realities of Canadian dance schools. Dance schools that are affiliated with one of the associations listed below will pay the agreed upon rates for the use of recorded music to accompany dance instruction at dance schools in Canada. Please note that any existing agreement(s) with SOCAN will remain in place.

***Royal Academy of Dance · Canadian Dance Teachers' Association · Dance Manitoba · BC Dance Educators' Association
Cecchetti Canada · Alberta Dance Educators Association · Associated Dance Arts for Professional Teachers ·
Dance Ontario · The British Association of Teachers of Dancing North America · Dance Saskatchewan · Dance Nova Scotia***

Key Benefits:

- simplified tier-based structure saves you time and money
- retroactive to 2017 means lower rates for unpaid periods
- forgives unpaid fees prior to 2017

What is Re:Sound:

RE:SOUND is the Canadian not-for-profit music licensing company dedicated to obtaining fair compensation for performing artists and record companies for their performance rights for recorded music. RE:SOUND advocates for music makers and performers, educates music users, licenses businesses and distributes royalties to creators to help build a thriving and sustainable music industry in Canada. RE:SOUND was started in 1997.

What is Entandem:

Entandem is a joint venture between RE:SOUND and SOCAN that brings the music licensing services now managed separately by each organization into a single, jointly operated business. By working together, RE:SOUND and SOCAN will reach more music users to ensure that music creators are legally, fairly and ethically compensated for their music. For most businesses that use music, a single music licensing organization means a simplified experience. All payments made under this agreement will be distributed to Re:Sound through Entandem.

Annual fees:

Under this agreement the annual fees (not including tax) for music to accompany dance instruction are:

Classes Per Year Using Recorded Music	Annual Rate
Less than 350	\$ 50.00
350-700	\$ 70.00
701-1050	\$ 213.00
1051-1400	\$ 354.00
1401-1750	\$ 496.00
1751-2100	\$ 637.00
2101-2450	\$ 778.00
2451-2800	\$ 920.00
2801 - 5000	\$ 1,061.00
over 5000	\$ 2,000.00

FAQs

Q: How do I calculate and submit payment?

A: Tally up the number of classes you offered that used recorded music, in any way. Look up which tier that number of classes falls into and complete the Reporting Form accordingly for each calendar year. Submit the Reporting Form along with payment to Entandem.

Q: When are payments due?

A: Royalties owing for the years 2017-2019 shall be paid no later than December 31st, 2019. Royalties owing for the years 2020-2021 shall be paid no later than January 31st of the year for which they are being paid, and shall be based on the number of classes (in which recorded music was used) held during the previous year. For example, payments made in January 2020 should be calculated on classes held from January 1, 2019 to December 31, 2019.

Q: What periods does this agreement cover?

A: This agreement applies to 2017 to 2021. If there are any outstanding amounts owing for any of these periods, payments can be made according to the new fee structure.

Q: What if I have already paid for some of these periods covered by this agreement?

A: If you have paid for some of the periods covered by this agreement, you are not required to pay again. You are not entitled to any refunds or credits for any existing payments based on the new fees.

Q: Who do I pay these fees to?

A: Payment should be made out to Entandem and can be made by cheque or credit card. Cheques should be mailed to: 1235 Bay St., Suite 900, Toronto, ON M5R 3K4. To pay by credit card, please call the toll-free number: 1.866.944.6223

Q: Do I need to pay Re:Sound for live music used in class?

A: No, this agreement only covers recorded music used in classes.

Q: What is considered a class when determining the appropriate fee tier?

A: Class is a single instance with a start and end time on a single day. For example, if you offer a mid-level ballet class to the same students three times per week, then these would be counted as 3 distinct classes.

Q: What if I only use recorded music for a few minutes in some of my classes?

A: These still count as classes when determining which fee tier pertains to your school. Factors such as varying amount of music played, varying length of class time, and varying enrolment levels have all been taken into consideration in determining appropriate fees for the respective tiers.

Q: How do the rates in this agreement compare with the certified tariff rates?

A: The Re:Sound tariff for music to accompany dance instruction is \$0.404 per class. If a dance school had 1000 dance classes a year, the annual payment under the tariff is \$404.00. Under the agreement, the payment is \$213.00.