



OneMusic New Zealand

**Dance Schools and Instructors  
Music Licence**

Consultation Paper

Published: 13 August 2025

## 1. Introduction

OneMusic currently offers a **Dance Instruction Music Licence** that provides operators of Dance Schools and dance instructors with the ability to publicly perform and copy musical works and music sound recordings that are protected by New Zealand copyright law for the purpose of dance instruction.

In response to issues raised by some industry participants and licensees regarding the operation of the Dance Instruction Music Licence, OneMusic proposes to amend a number of aspects of that licence and is seeking feedback from the Dance School sector regarding those amendments.

OneMusic believes these proposed changes will ensure that music licensing for the sector remains fit-for-purpose and strikes an appropriate balance between the needs of the sector and the right of the creators of music to receive fair and reasonable compensation for the use of their copyright material by Dance Schools and dance instructors.

This consultation will run from **13 August to 12 September 2025**. Details on how to respond to the consultation can be found in Section 5 below, and information about the process for industry consultation is [available HERE](#).

At the conclusion of this consultation, OneMusic will consider all feedback and will then publish the final form of the revised Dance Instruction Music Licence on **1 October 2025**, which will apply to all new Dance Schools and Instructors Music Licences issued after **1 November 2025**.

Dance School operators and dance instructors that currently hold a OneMusic **Dance Instruction Music Licence** will have the option to transfer to the revised licence at any time from **1 November 2025**.

**We strongly encourage all licence holders and other industry participants to review this Consultation Paper and provide any feedback on the proposal prior to 5:00PM 12 September 2025.**

## 2. OneMusic

OneMusic is a joint licensing initiative of APRA, AMCOS and Recorded Music NZ.

**APRA** is the *Australasian Performing Right Association Limited* and **AMCOS** is the *Australasian Mechanical Copyright Owners Society Limited*. APRA and AMCOS together grant rights for the live performance, broadcast, communication, public playing and reproduction of its members' and international affiliates' musical works in New Zealand. APRA and AMCOS then distributes the licence fees collected to its more than 120,000 Australasian songwriter, composer and music publisher members, and to members of affiliated societies worldwide.

**Recorded Music NZ** grant rights for the broadcast, communication and public playing of music recordings (such as CDs, records and digital downloads or streams) and music videos in New Zealand. Recorded Music NZ distributes the licence fees collected to its licensors (generally record labels) and to registered New Zealand recording artists.

A OneMusic licence gives holders the right to publicly perform and reproduce the vast majority of the world's repertoire of music.

## 3. Our Consultation Practices and Process

In general, the rates and rate structures across the suite of OneMusic's licensing products are formulated by balancing the following factors:

- benchmarking against the rates and rate structures that existed in New Zealand prior to the commencement of OneMusic;
- the relative significance of music to the music user;
- the nature of the businesses within the industry, sector or music user (to avoid unintended inequity or administrative burden); and
- the number and type of music rights exercised by that music user.

In formulating an approach relating to licensing products and pricing, OneMusic:

- aims to balance a desire for simple rate structures with user demand for flexibility, although our experience suggests the two are not always compatible;
- looks for a pricing model that is industry-appropriate, as simple as possible for music users to calculate and report, and to maximise accuracy and compliance; and
- looks for a scaled pricing structure to make sure 'smaller' businesses are not unfairly disadvantaged as compared to 'larger' businesses.

Our consultations are designed to ensure adequate time for any impacted party to respond to the new or revised licensing products being proposed. The nature of a consultation is not to reach agreement from impacted users regarding the proposed new or revised licensing product, although that is an outcome we obviously prefer. Consultations are a mechanism that allow us to provide transparency to the impacted user group and to seek feedback from them regarding the proposed licensing product.

Submissions can be made by [in the following ways](#).

Submissions received from impacted users will be carefully considered and OneMusic will take account of those views to ensure that our licensing products strike the right balance between users and the owners of the music rights that OneMusic administers.

Once the consultation process has been finalised, and OneMusic is comfortable that feedback has been acknowledged and, where appropriate, acted upon, OneMusic will publish and implement the new or revised licensing product.

In the case of the Dance Schools and Instructors Music Licence, we expect the date of implementation to be **1 November 2025**.

## 4. Proposal

### a. Changes to the Licence Scope

Other than as specified below, OneMusic does not propose to vary any other aspect of the current Dance Instruction Music Licence scheme, including the maintenance of key limitations, definitions and restrictions as set out in the current licence ([available HERE](#)).

### b. Proposed Amendments

#### Music in Dance Classes

Under the current **Dance Instruction Music Licence**, the fee model is priced on a per location basis, with four tiers/bands of varied rates depending upon the number of classes offered per week, at each location (GST inclusive)

Number of Classes Offered - Per Week	Annual Rates
1-5	\$214.07
6-20	\$499.51
21-40	\$713.59
41+	\$927.65

In recognition that, under the current arrangements, a small Dance School that operates a large number of separate locations may be at a financial disadvantage as compared with a large, single location Dance School, OneMusic proposes;

- to calculate Licence Fees by reference to **the average weekly number of classes across all locations** of a Dance School (or Dance Instructor) business; and
- to introduce additional tiers of class numbers (from 4 tiers to 6 tiers) in order to scale the rates to reflect usage (when applied to a business rather than each location). With more calibrated and precise tiers, along with the removal of the per location application of fees, we believe that the ultimate Licence Fee calculations will be more closely aligned with the total volume of music performed in dance classes, whether those classes are in a single location or across multiple locations.

Number of Classes Offered - Per Week	Annual Rates
1-5	\$214.07
6-20	\$499.51
21-40	\$713.59
41-80	\$913.40
81-120	\$1,187.42
121+	\$1,662.38

\*blue shading denoting proposed new tiers

OneMusic also propose to include at **no extra charge** the rights to communicate music on websites under the Dance Schools and Instructors Music Licence ie. streaming background music.

As the overwhelming number of Dance Schools operate at a single location and with fewer than 40 classes per week, the vast majority of Dance Schools will not experience any change in their dance instruction licence fee.

However, OneMusic acknowledges that for some Dance Schools, the additional tiers and revised rates may involve an increase in the fees payable from the previous per premise tiers and rates. Nonetheless, OneMusic is confident that these changes to the **Dance Instruction Music Licence**:

- strike a fairer balance between the fees applicable to large music users with high class numbers at a single location and smaller music users across multiple locations;
- involve a reduction in fees for those Dance Schools with low class numbers but multiple locations; and
- involve no change in fees for at least 93% of current Licensees, who typically offer less than 41 classes each week in total across their locations.

#### Music Used in Dance School Events

The current Dance Instruction Music Licence does not extend to music used at Dance School Events, with these events requiring separate licensing from APRA and Recorded Music NZ.

This proposal introduces music used at Dance School Events as an additional feature under the new **Dance Schools and Instructors Music Licence**, adopting the following rate structure (GST inclusive):

Number of Dance Events (per year)	Annual Rates
1	\$228.86
2-4	\$457.73
5-8	\$686.57
9+	\$913.16

The intention is to reduce the administrative burden around seeking separate licences from APRA and Recorded Music NZ to maintain a simple ‘one stop shop’ for music for dance events.

### Music Used Recording Dance Events

Currently, the OneMusic *Domestic Use Video Music Licence* (Annual) permits Dance Schools to make certain copies of Dance School Events and to digitally deliver those recordings over a password-protected intranet to students and families for private or domestic viewing.

OneMusic does not propose to amend the rates or the rate structure for this music use category, nor increase or change the number of recordings that are permitted. It does, however, intend to include this music use category within the OneMusic **Dance Schools and Instructors Music Licence**, to again minimise administration requirements for Dance Schools and instructors that use these rights.

Licence type	Activity Covered by the Licence	Rates Per Annum
1. Standard Annual Licence Package	Unlimited number of Events, with a limit of 30 Copies of the Authorised Video per Event	\$891.69
2. Additional Units of Authorised Video Package	Where a Standard Annual Licence is held, the Licensee elects to add a maximum total quantity of 100 extra units of the Authorised Video for up to 10 Events.	\$137.20
3. Additional Online Streaming Package via Password Protected Website	Where a Standard Annual Licence is held, the Licensee elects to add the ability to stream an Authorised Video online via a Password Protected Website	\$444.36

To clarify, a Dance School requires this cover when a video recording of a Dance School Event is to be made by the operator of that Dance School themselves, or when the operator engages a third-party videographer to make the video recording but fails to provide OneMusic with the videographer’s contact information.

If this licensing category is taken out by a Dance School, then it will cover circumstances where a video recording of a Dance School Event is made by:

- parents, friends and/or other attendees; or
- third-party videographers.

It is important to note that the **Dance Schools and Instructors Music Licence** does not include sharing on social media or other third-party platforms. The licence covers the sharing of videos on a Dance Schools or instructors password protected website.

## 5. How to respond to the consultation

Online	In writing	By email
<a href="https://form.jotform.com/252090595589066">https://form.jotform.com/252090595589066</a>	OneMusic NZ Dance Schools and Instructors Consultation PO Box 6315 Victoria Street West Auckland 1142	<a href="mailto:nzconsultation@onemusicnz.com">nzconsultation@onemusicnz.com</a>  Please use ‘ <b>Dance School Consultation</b> ’ in the subject line.

### The closing date for the consultation feedback is 5:00PM 12 September 2025

Following the closing date, we will review all of the responses and publish a summary on our website. We will consider all comments received by the closing date and seek to hold discussions with customers and any representative bodies, as required, during the consultation period.

If you would like us to keep your response confidential or if you wish to provide confidential data in support of your response, please let us know by stating this in the response form or in writing. This consultation does not obligate us to implement any of the changes proposed, and we may propose an alternative scheme in the light of responses to this consultation or otherwise.

**Having regard to the outcome of this consultation, OneMusic intends to make available the OneMusic Dance Schools and Instructors Music Licence from 1 November 2025.**



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