



**EASTERN CARIBBEAN COLLECTIVE ORGANISATION FOR MUSIC RIGHTS
(ECCO) INC**

Julian Charles Road, Sans Soucis, P. O. Box CP5380, Castries St. Lucia

**HOTELS & GUEST HOUSES
(Tariff HG)**

Effective from 1 January 2011

1. SCOPE OF TARIFF

- 1.1 This tariff applies to performances of specially featured entertainment and background music in the bedrooms, corridors, foyers, elevators, premises, lobbies and halls of hotels, residential hotels, guesthouses, motels and similar premises.
- 1.2 This tariff applies to the copyright in the musical works of composers, authors and publishers.

2. GENERAL CONDITIONS AND DEFINITIONS

- 2.1 This TARIFF applies to performances of music covered by a licence from ECCO. ECCO is not bound to offer a licence under this tariff in respect of any performances for which application was not made in advance.
- 2.2 A 10% discount of the tariff applies to new licences obtained 10 days before performances commence and for single event permits obtained 10 days before the event. The discount does not apply to any minimum royalties.
- 2.3 Licences obtained after the performances commence will be priced at twice the royalty that would normally be due to ECCO for the first year under this tariff.
- 2.4 Permits for single events granted after the event has taken place will cost twice the royalty that would normally be due to ECCO under this tariff.
- 2.5 The royalties payable under this tariff are calculated by reference to the number of mechanical /electronic devices available in each room or area
- 2.6 For the purposes of this tariff the following definitions shall apply:-
 - 2.6.1 “background music” means music performed by mechanical means such as a record, compact disc, tape player (audio or video), radio or television, or any other mechanical/electronic device for playing musical works; operated on the premises or relayed through a loud-speaker(s) from another part of the premises or a source outside the premises.
 - 2.6.2 “ECCO” means the Eastern Caribbean Collective Organisation for Music Rights (ECCO) Inc.
 - 2.6.3 “Specially Featured Entertainment” means music performed live or by:
 - A compact disc, tape or record player, or
 - audio visual equipment or video player

- or any electro-mechanical or digital device.

For the purpose of dancing, karaoke or any other use where the music is the main event.

- 2.7 ECCO reserves the right to make such variations in this tariff as it considers appropriate where licensing premises or performances which, in its opinion, do not fall within the scope of this tariff.
- 2.8 Every Licensee under ECCO's tariffs will pay to ECCO in addition to the royalty due, a sum in respect of Value Added Tax calculated at the relevant rate on the royalty payable where applicable.

3. ROYALTY RATES

Royalty

\$

3.1 GENERAL

3.1.1 For music in hotel bedrooms, corridors and foyers the annual royalty per 15 bedrooms (or part thereof) is256.25

3.1.2 For music in elevators the royalty is150.00

VAT exclusive

3.2 Specially Featured Entertainment

Royalties payable as a percentage of Expenditure on Entertainment 5%

3.3 All the above must be certified by an auditor or accountant or in a manner acceptable to ECCO.

3 ROYALTY ADJUSTMENT

ECCO reserves the right, upon one months' notice to Licensees under this tariff, to adjust the royalties payable under this tariff on the 1st January of the following year and on each succeeding anniversary by the percentage (to the nearest whole percentage point) by which the Retail Prices Index published by the Eastern Caribbean Central Bank changes for September of the current year (and subsequently for September of the following years), when compared with the figure for September in the previous year.