



GALA Choruses 2015 Discount Programs Tresóna – Hal Leonard



Tresóna is committed to working with GALA Choruses to maintain access to the full range of new and established music. Currently, the price of music is set by the license holder, mostly publishers and the music publishing industry, who are concerned about the plethora of unlicensed music in the choral community.

The program outlined below offers discounts to GALA choruses that are diligent about securing legal licenses for the music they perform. This discount program offers a) **Shared License Discount** to make licensing more affordable for choruses, and b) a **Reprint License** option for custom arrangements.

GALA Chorus Eligibility

In order to receive a discount through this program a chorus must be

- a current, dues-paying member of GALA Choruses.
- certified in the GALA Best Practices Program.
- active with a current account with ASCAP, BMI, and if applicable, SESAC.
- free from any outstanding invoices due to Tresóna or Publisher partners.

North American and Canadian Choruses affiliated with GALA Choruses are eligible. Chorus eligibility will be authorized by GALA Choruses through the Best Practices Certification. Tresóna is working on Agreements for EU and Oceania, Australian Choruses. Other issues regarding eligibility will be dealt with on a case-by-case basis. Please contact Tresóna directly at licensing@tresonamultimedia.com for any and all special requests.

A. Shared License Discount

The majority of music arrangements available through the Tresóna License Exchange are available for a Shared License Discount for choruses that choose to share a custom arrangement license, song license or a complete show with all of the chorus performances scheduled within the timeframe of a year. This discount option includes:

- Custom arrangement licenses for a single song issued by Tresóna and Hal Leonard
- Licensing for large, multi-movement shows licensed through Tresóna and Hal Leonard
- Tresóna and Hal Leonard Reprint Licenses for custom arrangements (see below)

Number of singers	Maximum number of choruses	Cost
1 to 49	3	Divide total license cost by number of choruses
50 to 99	2	Divide total license cost by 2
100 +	2	Cost multiplied by 1.5 and divided by 2

Steps for Requesting a Shared License Discount

1. Eligible choruses are responsible to identify their own chorus partners in order to participate in the Shared License Discount program. The shared digital license will run for one year from the date the first chorus begins rehearsals on the composition.
2. Partnering choruses select a Lead Chorus to complete the license application through the [Tresóna License Exchange](#).
3. In the application process the Lead Chorus will identify the license start date (first rehearsal) and list their partner chorus/s in the application.
4. Partner choruses then enter their licensing request indicating the *same* start date, even if their performances are on different dates.
5. A cost estimate will be given to the Lead and partner choruses and the Lead Chorus will be responsible to pay the full license amount and bill partnering choruses for their share. The Lead Chorus is responsible for any and all financial dealings with their partners.
6. Once a license fee is paid, Tresóna will embed the terms of the agreement into the score including the chorus names as license holder/s. The completed arrangements will be available for download through the chorus's account on the [Tresóna License Exchange](#). The downloaded digital file may be used on a tablet computer or printed from a PDF.

Note: Tresóna is not responsible for negotiations between choruses.

B. Reprint License for Custom Arrangements

Once a song is legally arranged, the original Publisher who licensed the arrangement must grant permission for another chorus to license and reprint the arrangement. To simplify this process, Tresona and Hal Leonard may offer a **Reprint License** for custom arrangements.

Cost Estimates

- Reprint Licenses for previously arranged songs generally retail between \$200 and \$300 per composition, but prices vary greatly.
- Licensing for large, multi-movement shows generally retail between \$4,000 and \$8,000.

Process for Requesting a Reprint Sub-License

- Eligible choruses apply through the [Tresóna License Exchange](#).
- A cost estimate will be given to the applicant/s before a Reprint License agreement is signed.
- Once the Reprint License fee is paid, Tresóna will embed the terms of the agreement into the score including the chorus name or group of choruses as the license holder/s.
- The arrangement will be available for download from the [Tresóna License Exchange](#). The digital file may be used on a tablet computer or printed from a PDF.

The benefits for the Arranger are as follows:

- The Arranger is paid 25% of the license fee each time the licensed arrangement is sold or renewed.
- Arranger commissions can be tracked live on the arranger Licensing Exchange account.
- The Arranger will continue to produce new work, confident they will be paid for their work.

The benefits to the publishers are as follows:

- Publisher rights are protected and they are fairly compensated for the use of their music.
- The License Exchange makes it easy for Publishers to track arrangement requests and licenses.

Additional Notes for both Shared and Reprint Licenses:

- Licenses are issued to the Chorus and not to an individual. Licenses are not transferable to another chorus.
- The digital license will run for one year from the date of the first rehearsal. The Lead Chorus will enter the first rehearsal date during the application process.
- If a chorus wishes to use the music beyond the expiration date they may make a request for extra time in the notes section during application or when re-applying for a license.
- Shared and Reprint Licenses may only be purchased through the License Exchange and cannot be given, sold or loaned on to any other person, chorus or organization worldwide.
- Purchases through the License Exchange ensure that all transactions are transparent to the publishers, the arrangers, and to the participating choruses.
- Once an arrangement has been created and duplicated under US copyright law the license must be paid for.

Tips for Using The License Exchange Application Process:

- When creating a user account on The License Exchange we suggest using chorus centric email in order to track license history e.g. ad@chorus.com ; md@chorus.com ; ed@chorus.com
- Follow the step-by-step guide to use the Tresóna License Exchange at <https://www.tresonamusic.com/page/user-licensing-guide>.
- Review the guidelines on the Tresóna License Exchange website that outline which kinds of arrangements tend to be more expensive; e.g. medleys and Disney songs.
- The process to license a song can take weeks or even months. Make sure that you request a license at least 3-4 months before you begin the arranging process with your selected composer.
- Your chorus representative can sign into The License Exchange to view the progress of any your license applications, including if there are conflicts or if the approval is denied.
- When the necessary permissions to grant the license have been acquired The License Exchange will email the chorus asking the representative to sign into the chorus account to view the cost of the license and pay for the license.
- A chorus may request the cancellation of a license request before payment by sending an email to info@tresonamultimedia.com. There is no penalty for canceling a license request prior to the creation, dissemination and duplication of an arrangement.

8/28/2015