
2018 Royalties: Use Licensee Direct

As announced last year, one of the biggest changes for licensees in 2018 is the *requirement* to calculate and certify monthly royalties *online* using SoundExchange Licensee Direct. January 2018 royalties were due March 19. (*2018 monthly Statement of Account forms will not be available for download on our website.*)

So, if you aren't yet using **SoundExchange Licensee Direct** to submit your monthly Statement of Account form, or there are questions about that process...now is the time to **contact us!**

Reminder: New Webcasting Rates

Monthly performance rates for Commercial Webcasters, and for Noncommercial Webcasters exceeding monthly audience listenership of 159,140 aggregate tuning hours, have slightly increased for 2018. The 2018 rates are:

Commercial Webcasters (nonsubscription transmissions): \$0.0018 per performance

Commercial Webcasters (subscription transmissions): \$0.0023 per performance

Noncommercial Webcasters (for performances in excess of 159,140 ATH/month): \$0.0018 per performance

The increase from the 2017 rates (\$0.0001) is due to changes in the Consumer Price Index. For more information, click [here](#).

What If I Report "Zero" Performances?

Some licensees have programming consisting of primarily (or, entirely) *incidental* performances, due to that programming consisting of news, sports, business, etc. As incidental performances should be deducted from the total performance count prior to royalty calculation, such services may owe little to no amount of monthly royalties. Of course, these services still owe annual minimum fees, since incidental performances still require permission to be transmitted, whether through a direct license or the statutory license. If a service accrues zero performances for a specific transmission month, that service should not submit a Report of Use (ROU) for that month. Attempts to submit ROUs with zero performances will result in processing errors for the Licensee. If you have questions about this, **please contact us**.

Reports of Use Online Submission

In recent months, we've made improvements within **SoundExchange Licensee Direct**. "Real time" quality assurance has been enhanced for licensee' submission of ROUs. Now, licensees will receive notice of common errors before submitting ROUs, such as:

- Missing audience measurement for some/all lines of data
- Identification fields having incorrect column labels (i.e. the "artist" column being labeled the "title" column, etc.)
- Erroneous inclusion of a total/sum line at the bottom of the ROU, which causes the wrong total amount of audience measurement to be calculated
- Extra line "breaks" and/or other formatting discrepancies

Fixing these errors before submitting ROUs will remove costly delays for both services and artists and rights owners.

We have received feedback from some of you on how to make our improved ROU submissions process even better-and we thank you! Please continue to use SoundExchange Licensee Direct for uploading ROUs, and as always, **let us know if you have questions**.

Tips From Licensee Relations



To create new users in SoundExchange Licensee Direct for your service, go to the "Update Your Users" page, select "Create New User" from the menu on the left side of the page, type in the new user's name and email address, and an invitation will be sent. You may assign permissions from the "Assign Permissions" page.

Employee Spotlight: Carl Kelly



SoundExchange Senior Licensee Relations Specialist, Carl Kelly, recently received a beautiful gift in the mail from Gila 101.9 FM (KQSS.NET) in response to his brilliant customer service! Thank you so much to Rollye James and Jon Cornell, and congratulations to Carl for his exemplary work.

Check us out on the road!



2018 NAB Show - Booth N5619, North Hall Las Vegas Convention Center

April 9-12, 2018
Las Vegas, NV

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Media Finance Focus 2018 Hyatt Regency Crystal City

May 22, 2018
Arlington, VA

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Louisiana Association of Broadcasters & Mississippi Association of Broadcasters Annual Convention - Hotel Monteleone

May 30-31, 2018
New Orleans, LA

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2018 Missouri Broadcasters Association Convention - Lodge of the Four Seasons

June 1-2, 2018
Lake of the Ozarks, MO

[REGISTER](#) ▶



THE VIRGINIA ASSOCIATION OF BROADCASTERS

2018 Virginia Association of Broadcasters 81st Annual Summer Convention Hilton Virginia Beach Oceanfront

June 21-23, 2018
Virginia Beach, VA

[REGISTER](#) ▶

Remaining due dates for most services through June 30, 2018*:

Monday, April 16, 2018:

February 2018 royalties and ROUs

Tuesday, May 15, 2018:

March 2018 royalties and ROUs

Thursday, June 14, 2018:

April 2018 royalties and ROUs

*Not all services are required to submit monthly royalties and ROUs. Please [review your license category information](#) and/or [contact our Licensee Relations team](#) with any questions at (202) 559-0555 Monday through Friday from 10 AM to 5 PM or via email at licenseerelations@soundexchange.com.



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