

**Schedule A**

**2018 ASCAP RATE SCHEDULE FOR FITNESS CLUBS**

Based upon Licensee’s Operating Policy for the applicable Contract Year, the following schedule is used to determine Fees:

1. **Group Classes:** To determine Total Group Class Participant Weekly Capacity, multiply the average number of Group Classes held in each Group Class room each week during the applicable Contract Year by the capacity of the applicable room in which the Group Classes are held, and total the amount for all Group Class rooms. For Group Classes held in pools, use the maximum pool bather load.

***Example:** A club has one Group Class room and a pool. A weekly average of 20 Group Classes held in room #1, multiplied by its 20 participant capacity, equals 400 participants; A weekly average of 15 Group Classes in the pool, multiplied by its 25 bather capacity, equals 375 participants. Total Group Class Participant Weekly Capacity is 775.*

| <b>Total Group Class Participant Weekly Capacity</b> | <b>Fee</b>               |
|--|--------------------------|
| 1 to 500   | \$425                    |
| Between 501 and 1000                                 | \$550                    |
| Between 1,001 and 1,500                              | \$645                    |
| Between 1,501 and 2,000                              | \$740                    |
| Between 2,001 and 3,000                              | \$995                    |
| Between 3,001 and 4,000                              | \$1,120                  |
| 4,001 and greater                                    | 28 cents per participant |

2. **Ambient Uses:** If Group Classes are held at the Premises, the Ambient Uses fee shall **not** apply.

| <b>Total Square Footage of Premises</b> | <b>Fee</b> |
|---|------------|
| Up to 3,750                             | \$299      |
| Between 3,751 and 10,000                | \$349      |
| 10,001 or greater                       | \$399      |

3. **Virtual Classes:** If Virtual Classes are available at the Premises, the Virtual Classes fee is \$250.

4. **Social Events:**

| <b>Number of Social Events in the Contract Year</b> | <b>Fee</b> |
|---|------------|
| Up to 3:  | \$129      |
| 4 to 12   | \$379      |
| More than 12  | \$579      |

**DISCOUNTS**

The following discounts may apply (each discount, if applicable, is applied separately against the total Fees):

**Chains:** For licensees that operate fitness clubs at more than ten Premises, the amounts payable to ASCAP shall equal the total Fees calculated in accordance with the applicable Operating Policy for each Premises discounted as follows:

| <b>Number of Premises</b> | <b>Discount</b> |
|---------------------------|-----------------|
| Between 10 and 500        | 5%              |
| 501 or greater            | 10%             |

**IHRSA Membership:** During the term of the discount program between ASCAP and IHRSA, the total Fees for licensees that are IHRSA members in good standing shall be discounted by 10% for the Initial Term and by 5% for each Renewal Term.