



2018 ASCAP RATE SCHEDULE FOR WINERIES

Based upon Licensee’s Operating Policy, the following rates are used to determine Fees for the 2018 year:

MUSIC USES^(*)	TOTAL SQUARE FOOTAGE OF PREMISES		
	Up to 3,750 sq ft	3,751 sq ft to 10,000 sq ft	10,000 sq ft +
Live Music^(**)	\$399	\$499	5 cents per Total Square Footage
Recorded Music, Television and/or Radio without Live Music	\$299	\$399	4 cents per Total Square Footage
Live Music and Recorded Music, Television and/or Radio	\$499	\$599	6 cents per Total Square Footage

^(*) **Live Music:** Events featuring live concerts or music performances at the Premises, including live DJ karaoke and emcees.

Recorded Music, Television and/or Radio: The performance of music at the Premises by (1) mechanical, electronic and/or digital means including, but not limited to, tapes, records, compact discs and other digital audio formats (e.g., MP3), videocassette, DVD, other digital audiovisual formats and/or (2) television and/or radio, when such television and/or radio performances do not meet the exemption provided for in 17 U.S.C. Section 110(5) of the United States Copyright Act.

() Additional Fee for Events Featuring Live Music**

If the total gross revenues received by, or on behalf of Licensee, that are attributed to admission, cover or tickets for events featuring live concerts or music performances during the applicable Contract Year ("Gross Ticket Revenues") exceeds \$50,000.00, Licensee shall pay an additional amount equal to 0.8% of Gross Ticket Revenue.

ADJUSTMENTS TO FEES

The following adjustments may be made to the Fees:

Fees for Seasonal Performances:

If the Premises is open to the public three months or less in the applicable Contract Year, the applicable Fees may be discounted by 30%.

If the Premises is open to the public more than three months but no more than six months in the applicable Contract Year, the applicable Fees may be discounted by 20%.

Fees for Small Operations:

If during the applicable Contract Year the Premises features live music six or fewer times and produces 1000 gallons of wine or less, the Fee is \$199.00.

If during the applicable Contract Year the Premises features live music six or fewer times and produces 1001 to 5000 gallons of wine, the Fee is \$249.00.