HAPPY VALENTINES DAY!

NEWSLETTER
for Members of
CALLERLAB

The International Association
of Square Dance Callers

Box 679, Pocono Pines, PA 18350

VOLUME XVIII  NUMBER 6  JANUARY 1991

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Home Office Transition     5       Apr 10-12, 1995 Site not yet selected

BMI/ASCAP UPDATE & CLARIFICATION

This update is being published in response to the many questions received in the
CALLERLAB Home Office regarding the pending licensing agreement between
BMI/ASCAP and CALLERLAB and ROUNDALAB. As you were previously advised,
we (CALLERLAB & ROUNDALAB) are nearing completion of our negotiations with
BMI (Broadcast Music Inc) and ASCAP (American Society of Composers, Authors
and Publishers). It is anticipated that these agreements will be signed shortly
after our 1991 Las Vegas Convention. For all intents and purposes, our nego-
tiations with each of these organizations are considered to have been completed.
Please remember that these contracts are to become effective on or about APRIL 1,
1991! Three year contracts are being negotiated. The contracts will be renewed at
the end of each year. Until April 1st or such time as the contracts are signed,
both BMI and ASCAP have agreed to suspend any and all actions currently being
pursued involving the square and round dance activities.

In the hopes of answering some of the most commonly asked questions we are
providing the following information given in the last issue of DIRECTION and also
disseminated via press releases to all CALLERLAB publications. Yes, CALLERLAB
has received legal counsel regarding, (1) the need to negotiate with each of these
organizations and, (2) during the negotiating process itself. In addition, legal
counsel is being sought to examine the finalized contracts before they are signed.
It was determined that BMI and ASCAP are within their legal rights to pursue such
licensing and thus, the decision was made that CALLERLAB and ROUNDALAB would
pursue obtaining a blanket license on behalf of their respective organizations.

IN RESPONSE TO THE MOST COMMONLY ASKED QUESTIONS (a brief summarization
- specific details follow) ---

* The licensing agreements with BMI and ASCAP will become effective on or about
April 1, 1991 and will be effective for one (1) year. A three year contract has
been negotiated with each organization. Such contracts will be reviewed and re-
newed at the end of each year.

* One Night Stands and weekends ARE covered under the negotiated agreements.

* Clubs and other sponsors who choose to hire a caller or cuer who is not properly
licensed are operating at risk unless, of course, the club or sponsor has obtained
their "own" licenses for that particular event and/or evening.
* If you belong to both CALLERLAB and ROUNDALAB, duplicate licenses are NOT required. Your license will be issued through CALLERLAB.

* If you call and your partner cues with you, only the caller need be licensed. If your partner cues in his or her own right (cues without your being present), it is necessary for each of you to be properly licensed.

* Festivals, area or state conventions are NOT covered at this time.

* If you permit a "new" caller to call a single tip at one of your square dance events, it is NOT necessary for the "new" caller to have a current license. The "new" caller should obtain his or her own license when he/she is calling an evening's program.

* "Amateur" nights would be covered provided, of course, that a properly licensed caller is present and is acting as MC.

* If multiple callers are hired, some of whom are licensed and some of whom are unlicensed, the sponsor is at risk. Remember, it is the sponsor's responsibility to see that appropriate licensing is secured.

* The contracts negotiated by CALLERLAB and ROUNDALAB relieve the sponsor of the necessity of obtaining a license, provided that the caller and/or cuer hired is properly licensed.

* There are no cross-licensing agreements between BMI and ASCAP.

* Canadian & Overseas Callers and Cuers - BMI and ASCAP have NO international jurisdiction! If you call occasionally in the US and are interested in obtaining a "limited" license, please refer to the dues notice enclosed (see "limited" license).

**SPECIFIC INFORMATION AND DETAILS**

The overall well-being of both the Square and Round Dance activity was kept in mind when negotiating. Initially, it was determined that the promoters of events (not callers and/or cuers) were required to obtain licensing in order to conduct an event open to the public or for which an admission fee or donation is solicited or accepted where music was performed. (Remember, the above referenced licenses are "performance" licenses as opposed to "mechanical" licenses). By law, in order for a square or round dance using tunes controlled by these organizations to take place, someone must have an appropriate license agreement with both BMI and ASCAP. There is no cross-licensing agreement.

In order to obtain satisfactory rates, ALL US members, subscribers and apprentices of CALLERLAB and ROUNDALAB must be licensed under these agreements -- i.e., it is mandatory that all US CALLERLAB callers and ROUNDALAB cuers become licensed. It was determined that it would be less expensive (and thus better for both activities) to seek a blanket license for callers and cuers rather than place the promoters of any dance events in the position of having to seek individual licensing. (The cost for a club or other event sponsor to obtain appropriate licenses for one event would be between $22 and $30 per dance regardless of the type.)

While initially the cost of the licensing fees may seem high, please project your own numbers into the activities and consider that there may be in excess of 8,000+ clubs each paying fees to BMI and ASCAP each time they sponsored a dancing event. It was subsequently determined that it made far better financial sense and would be, in fact, better for both the square and round dance activities to seek a blanket license for callers and cuers. We were successful in negotiating a fee structure based upon the frequency of dances. Thus, a "new" caller or cuer who calls/cues less frequently than established callers and/or cuers pays at a lower rate. (Note: The term "dance" refers to classes, workshops, and regularly scheduled club dances.) EXAMPLE: If you, as a caller, run a workshop, you are the sponsor. The cost for licensing would be $22-30 per night. Thus, after only 4-6 workshops,
your entire licensing fees would be offset by obtaining your license through CALLERLAB.

The contracts read that the licensing agreement(s) cover any regularly scheduled event. It is our opinion that one night stands are covered. However, area or state conventions may still require separate licenses since they would not qualify as "regularly scheduled club events". (We suggest that you do not use the term "festival" since BMI/ASCAP define a "festival" as over 20,000 people and more than 7 hours per day). The fees for a two or three day event should be considered a necessary cost of doing business and may be negotiated directly with BMI and ASCAP at the following addresses:

BMI Attn - Tom Annastas 
BMI Headquarters 
320 West 57th St 
NEW YORK, NY 10019 
(212) 830-2530

ASCAP - Attn Barry Knittel 
ASCAP Bldg 
1 Lincoln Plaza 
NEW YORK, NY 10023 
(212) 595-3050

The blanket licensing arrangement is available only to callers who belong to CALLERLAB and cuers who belong to ROUNDALAB. For callers who also belong to ROUNDALAB, the fees will be paid to CALLERLAB but only one fee need be paid unless both husband and wife call and cue in their own right.

Clubs and other sponsors interested in obtaining their own licenses may negotiate directly with BMI and ASCAP at the addresses shown above. We have been advised that the fees for such arrangements would be significantly higher than those obtained through CALLERLAB & ROUNDALAB.

Again, it is anticipated that these agreements will be signed shortly after our 1991 Las Vegas Convention and will be effective from April 1, 1991 through March 31, 1992. We would suggest that all callers who have paid their dues and licensing fees retain their cash acknowledgement card as proof of having paid their licensing fees until such time as BMI and ASCAP provide us with some form of current licensing "proof". We anticipate a small wallet-size card and decals for record box or briefcase from both BMI and ASCAP. These will be issued to all who have paid their fees and dues for the 1991-92 fiscal year. Lastly, some of the local representatives from BMI and ASCAP are not aware of what is happening on a national level. If you run into this, please call the office and we will provide you with answers to your questions.

DATES TO REMEMBER!

FEBRUARY 15, 1991 - All full payments for the Las Vegas Convention must be received by the CALLERLAB Home Office. All payments after that date will be subject to the $10.00 per person late charge. In addition, no partial payments will be accepted after this date. The CALLERLAB convention fees, if they are paid prior to February 15th, are $310 per couple; $180 per single. After that date, they are $330 per couple; $190 per single.


DUES ARE DUE!

As most of you know, our dues year runs from April 1st through March 31st of the following year. For your complete information, a copy of the recent dues notice which also includes insurance fees, and BMI/ASCAP licensing fees and required form to be returned with your check has been made a part of this issue of DIRECTION.
Dues for 1991-92 are due by APRIL 1, 1991! (Note: Dues not received prior to this date will be considered delinquent!)

1991 LAS VEGAS CONVENTION UPDATE

We will be issuing the call to convention with the proposed By-Laws changes some time in February or March. For now, however, be advised that the convention is scheduled for March 25-27, 1991 at the Aladdin Hotel & Casino in Las Vegas.

DIETARY REQUIREMENTS - We would like to remind you that if you or your partner have special dietary needs and are attending the 1991 Las Vegas Convention, please notify the home office NOW so that arrangements can be made to accommodate you. By notifying us in writing of your specific needs in advance, we will have informed the hotel staff and they will be prepared to meet your requirements graciously.

CANCELLATION OF 2nd ANNUAL CHARITY GOLF OUTING

We regret to advise that the 2nd Annual Charity Golf Outing planned to be held in conjunction with our 1991 Las Vegas Convention was cancelled because of the high costs involved in "reserving" a golf course.

The Executive Committee wishes to extend its sincere thanks to Bob "Fatback" Green for all of his hard work towards arranging this event this year. It was especially difficult to work "long distance" and very frustrating as well.

PLUS QUARTERLY SELECTION - Period Beginning February 1, 1991

Tom Sellner, Chairman of the Plus Quarterly Selection Committee, announces that the Plus Quarterly Selection for the period beginning February 1, 1991 is CUT THE DIAMOND.

CUT THE DIAMOND - Author Unknown

Starting formation: Any Diamond Timing: 4

The Action: Centers will Diamond Circulate, Points Slide together and Trade.

Ending formation: Normal Diamonds end in Two Faced Lines. Facing Diamonds end in Waves.

Dance example: Heads Lead Right, Veer Left, Ladies Hinge, Diamond Circulate, CUT THE DIAMOND, 1/2 Tag the Line, Single Hinge, Right and Left Grand.


PLUS QUARTERLY SELECTION KEEP/DROP BALLOTING RESULTS

The results of the the recent keep/drop ballot were to drop the call CHASE AND FOLLOW as a Plus Quarterly Selection.

The current Plus Quarterly Selections are CUT THE DIAMOND and STAR TRACK.

ROUND DANCE OF THE QUARTER - 1st Quarter 1991

Bill Higgins, Chairman of the Round Dance Committee, announces that the Round of the Quarter for the 1st quarter of 1991 is ANNIVERSARY WALTZ (Belco 386).
Previous selections were:

TUXEDO JUNCTION - 3rd Quarter 1990
LONESOME ME - 4th Quarter 1990
ANNIVERSARY WALTZ - 1st Quarter 1991

Cue sheets are available from the CALLERLAB Home Office.

UPDATE ON CALLERLAB FOUNDATION

We'd like to take this opportunity to remind each of you that the CALLERLAB FOUNDATION FOR THE PRESERVATION AND PROMOTION OF SQUARE DANCING needs your continued support.

The Executive Committee also wishes to advise that, following a lengthy discussion, a review of past performances, as well as currently available materials, it is the decision of the Executive Committee to redirect FOUNDATION activities away from audio tape promotions. The new efforts, which are already under way, are being directed towards a high quality, four color brochure shell. This product can be customized for different markets (churches, schools, teens, seniors, etc.) and personalized for each caller and/or club.

The tax-exempt, tax-deductible status of the CALLERLAB FOUNDATION is not yet finalized. It is hoped that this tax status change will become effective within the next couple of months. This information will, of course, be published as soon as this change has been achieved.

ADDRESS CHANGES

While this may seem unnecessary to state, PLEASE notify the CALLERLAB Home Office of any address and/or telephone number change!

TRANSITION - CHANGE OF EXECUTIVE SECRETARIES!

EFFECTIVE APRIL 1, 1991, all correspondence, checks, requests for sales items and supplies, etc. should be sent to George White, Executive Secretary, CALLERLAB, 829 - 3rd AVE SE, SUITE 215, ROCHESTER, MN 55904. George will become Executive Secretary as of this date. The toll-free number will also be relocated to Rochester, MN as of this date and will remain the same - 1-800-331-2577. George, of course, will have his own staff. Joining George will be Dar and Georgi Johnson.

John Kaltenthaler, Betty Deane, Barbara Jousse' and Carol Neff-Smith will finish up at the Pocono Pines, PA location by the end of May 1991.

Please bear with us during this period of transition. You may experience some delays in normal processing. Your patience and cooperation, however, will be appreciated!

NEVER SAY GOODBYE! ? ! ?

This may be the last issue of DIRECTION coming to you from the Pocono Pines, PA home office location. Betty Deane, Barbara Jousse' and Carol Neff-Smith would like to take this opportunity to say good-bye -- we'll miss you! We wish CALLERLAB continued success in the future!
DUES NOTICE 1991-92

Dec 1990

The Board of Governors has approved the following information.

It is time to set the CALLERLAB dues for the 1991-92 fiscal year. The Executive Committee discussed this at great length and considered the many ramifications associated with our By-Laws and other insurance and licensing fees. The net result is that dues (without extra requirements) will remain the same for the 1991-92 fiscal year - $50.00. US callers are required to purchase insurance ($15) and BMI/ASCAP licenses (fees as listed below). Canadian and other non-US callers are not eligible for the insurance and not required to take the BMI/ASCAP licenses. Our dues year runs from Apr 1 thru Mar 31st.

Canadian and Overseas callers pay $60 (US $) but may elect to purchase the BMI/ASCAP license at the apprentice rate for calling dates within the US if desired. Associates will pay the same rate as last year $45 (US $). Since by definition associates are those callers who have retired from active calling (less than 50 dances per year), license fees are not listed for them. If associates are calling on an infrequent basis and they desire licensing, they may purchase the BMI/ASCAP license at the apprentice rate.

The insurance fee of $15 is unchanged from last year. This coverage is required of all US Members, Subscribers and Apprentices. The BMI/ASCAP license is also required of all US Members, Subscribers and Apprentices. The fee structure is shown in the table below and depends on the number of dances (classes, workshops and club dances) called in a year.

<table>
<thead>
<tr>
<th>US CALLERS</th>
<th>FREQUENCY OF DANCES</th>
<th>FEE</th>
<th>INS</th>
<th>DUES</th>
<th>TOTAL FEES</th>
</tr>
</thead>
<tbody>
<tr>
<td>up to 50/Year and all Apprentices</td>
<td>52.50</td>
<td>15</td>
<td>60</td>
<td>127.50</td>
<td></td>
</tr>
<tr>
<td>for Members &amp; Subscribers up to 150/yr</td>
<td>75</td>
<td>15</td>
<td>60</td>
<td>150</td>
<td></td>
</tr>
<tr>
<td>for Members &amp; Subscribers 151-300/yr</td>
<td>105</td>
<td>15</td>
<td>60</td>
<td>180</td>
<td></td>
</tr>
<tr>
<td>for Members &amp; Subscribers over 300/yr</td>
<td>140</td>
<td>15</td>
<td>60</td>
<td>215</td>
<td></td>
</tr>
</tbody>
</table>

IT IS ESSENTIAL FOR EACH CALLER, WHEN PAYING DUES, TO ADVISE THE OFFICE OF THE FREQUENCY OF DANCES CALLED ON AN ANNUAL BASIS SO THAT WE MAY ISSUE THE APPROPRIATE LICENSE. YOUR COOPERATION IN THIS IS CRITICAL. PLEASE USE THE FORM AT THE BOTTOM OF THE PAGE.

For Canadian, Overseas and Associates the rates are:
- Canadian & Overseas: 60
- Associates: 45
- If limited license desired (Canadian) (Associates): 52.50
- Affiliate Organizations 1st Year: 100
- Affiliate Organizations renewals: 70

Canadian and Overseas callers may use their VISA or Mastercard for payment. (An additional 5% fee is added to cover administrative costs.)

In fairness to our members, the Executive Committee voted not to offer licenses to callers who are not members of CALLERLAB. They may become Members, Subscribers or Apprentices by meeting the same qualifications that the rest of us did when we first joined CALLERLAB.

We encourage all of you to pay your dues promptly. Since the office transition will be taking place at the same time as the effective date for the licensing agreements, it is to your advantage to have all of the required fees etc taken care of before the changeover of Executive Secretaries. Appropriate documentation verifying licensing will be provided.

FOR THE BOARD OF GOVERNORS

You have a credit of $_____

John Kaltenthaler
Executive Secretary

* * * * * * * * * * Cut Here and return to Office * * * * * * * * * *
CALLERLAB, BOX 479, POCONO PINES, PA 18350

Name Printed ________________________________
Number of Dances called /Year
Less than 50 / yr ______
50 to 150 / yr ______
151 to 300 / yr ______
over 300 /yr ______

City State and Zip ________________________________
Telephone

Payment enclosed
(Prior to April 1, 1991 to avoid delinquency)