HAPPY NEW YEAR

NEWSLETTER
for Members of
CALLERLAB

The International Association
of Square Dance Callers
Box 679, Pocono Pines, PA 18350

VOLUME XVIII NUMBER 5 DECEMBER 1990

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BOARD OF GOVERNORS ELECTION RESULTS

We are pleased to announce the results of our recent Board of Governors election. The following individuals have been elected to the Board of Governors: BILL DAVIS, Sunnyvale, CA; WADE DRIVER, Mese, AZ; JON JONES, Arlington, TX; JOHN KALTENTHALER, Pocono Pines, PA; MELTON LUTTRELL, Aledo, TX; JIM MAYO, Hampstead, NH; MIKE SEAstrom, Northridge, CA; and DAVE TAYLOR, Dunedin, FL. Congratulations to each of these well-qualified candidates!

We also would like to thank those candidates, who, although unsuccessful at this time, had the interest and made the effort to run for the Board of Governors. These include CHUCK JAWORSKI, Chicago, IL; TIM MARRINER, Norfolk, VA; KEN RITUCCI, W Springfield, MA; JOHN SAUNDERS, Altamonte Springs, FL; and JOHN SYBALSKY, Oakland, CA.

The newly-elected Board members will begin serving their terms at the conclusion of our upcoming 1991 Las Vegas Convention, March 25-27, 1991. Members of the Board currently serving are: Gregg Anderson, Red Bates* (Vice Chairman), Don Beck, Jack Berg, Stan Burdick, Daryl Clendenin, Bill Davis, Herb Egember, Max Forsyth, Betsy Gotta, Bob "Fatback" Green, Jerry Junck, Ernie Kinney* (Chairman), Larry Letson, Melton Luttrel, Martin Mallard*, John Marshall*, Eddie Mayall, Jim Mayo*, Darryl McMullan, Bob Osgood, Tony Oxendine, Keith Rippeto, Mike Seastrom, and Bob Wilson. John Kaltenthaler* serves as Executive Secretary and George White* serves as Assistant Executive Secretary. The office staff are Betty Deane, Barbara Jousse' and Carol Neff-Smith. (* indicates members of the 1990-91 Executive Committee.)

BMI/ASCAP and COPYRIGHTED MUSIC

Many of you have heard about or received the letters sent out by BMI (Broadcast Music Inc) last October. We have received many phone calls concerning the situation. Shortly after the letters were sent out, your Executive Committee began to discuss what we should do about BMI and also felt that ASCAP (American Society of Composers, Authors and Publishers) would not be far behind. Accordingly, we began discussions with both BMI and ASCAP. Many discussions took place and many hours of negotiations have passed since then. You will read on several of the following pages the details on copyrighted music, two press releases will be sent out to various organizations and individuals and elsewhere with the dues notice accompanying this newsletter.

We solicit your comments. Please understand, however, that in order to gain the favorable treatment we obtained, it was necessary to negotiate with an effective date of April 1, 1991 which means that this year's dues notice includes the license fees as part of the payment.

Happy Holidays - Ernie & Lani Kinney
General Information on BMI/ASCAP Licensing

COPYRIGHT INFORMATION

The laws of the United States provide copyright coverage to originators of music and musical productions. The laws further stipulate that anyone desiring to use copyrighted music must obtain a license which permits the public performance of such music. This applies to all activities whether or not they are tax-exempt or non-profit. Certain tax-deductible, tax-exempt organizations can secure exemptions from this requirement but the procedures for exemption do not generally apply to any organizations within the square dance activity.

A great deal of confusion and incorrect information is circulating about record producers, mechanical rights to produce, performance rights, Public Domain music, changes from the original composition, etc. In an effort to clarify some of these misconceptions, the following generalized information is provided.

In order for a company to legally produce a record of a copyrighted tune, they obtain what is called a Mechanical License. This is based upon a royalty fee of a small amount per record produced (currently around 5.7¢ per record) and paid to the Harry Fox Agency. This only provides the producer with the authorization to produce that record. It does not give a purchaser of that record the right to use that record in public or even in a private performance.

Promoters of events are required to obtain a license in order to conduct an event open to the public or for which an admission fee or donation is solicited or accepted. In general, and in the activity of the generic dance, this can cover any event from a small two or more person class on aerobics, jazercise, ballet, square, round, contra, clogging, folk to just about any type of dance you can imagine.

There is some music which is used within the square dance activity which is either not copyrighted or which is in what is called "Public Domain". The copyright laws were changed in 1978 and the length of copyright period extended so that now virtually all music is copyrighted. Most of the round dances that are popular and most singing calls fall into this category of copyrighted music. Many hoedowns (patter records) are either non-copyrighted music or are in the Public Domain. Singing call music used for patter is not exempt from the licensing requirement.

By law, in order for a square dance using tunes controlled by these organizations to take place, someone must have an appropriate license agreement with both BMI (Broadcast Music Inc.) and ASCAP (American Society of Composers, Authors and Publishers). A license with one organization does not allow music under the jurisdiction of the other to be played. There is no cross-licensing agreement.

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When you read and understand what has been written above, you can appreciate the furore created when many callers, clubs and individuals received a mailing from Broadcast Music Inc (BMI) last October. CALLERLAB and ROUNDALAB, through their representatives, began the negotiations process with meetings and explanations of the square and round dance activity. Some clubs are already paying the fees on a per dance basis and those fees range from $22.00 per night to somewhat more than that. Obviously, this is not a satisfactory process for the activity. Consequently, the negotiations were conducted with an eye to licensing the performers (callers and cuers) for classes, workshops and regular club dances.

Season's Greetings from your Executive Committee - Red & Shirley Bates,
Martin & Terry Mallard, John & Colette Marshall, Jim & JoAnn Mayo
In order to obtain these rates, however, ALL US members, subscribers and apprentices of CALLERLAB and ROUNDALAB must be licensed under these agreements. Project your own numbers into the activity and consider that there may be in excess of 8,000+ clubs each paying fees to BMI and ASCAP. In order to be fair to the callers and cuers who do not call or cue on a high frequency basis, we were able to negotiate a fee structure based upon the frequency of dances. Apprentices and those just getting started shouldn't have to pay the same fees as those who are calling or cueing in excess of 150 dances per year. (The term "dance" refers to classes, workshops and regular club dances.)

When a club hires a caller who is licensed through CALLERLAB for BMI and ASCAP, that club is exempt from further licensing requirements for music controlled by BMI and ASCAP. Clubs who use unlicensed callers or cuers are at risk for each dance they conduct. Copyright infringement can run $20,000 per tune or higher and BMI/ASCAP have never lost a case they have taken to court. The fact that BMI sent out over 7,000 letters indicates they are serious about their fees. CALLERLAB is also planning a publicity campaign to alert clubs to their responsibilities for music licensing and plans to suggest to clubs that they add a small additional fee to help defray the extra costs for callers to become licensed, thereby removing the licensing responsibility from the clubs.

If any of you run special weekends, area or state conventions, you may still have to obtain music licenses for those special events since they would not qualify as regular club dances under the terms of our agreements. The fees for a two or three day event (we suggest that you not use the term "festival" since BMI defines a "festival" as over 20,000 people) 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

As all of you know, it is both an honor and privilege to belong to CALLERLAB. In order to retain the professional image associated with CALLERLAB, the Executive Committee decided that the BMI/ASCAP license will not be offered to callers who are not personally affiliated with CALLERLAB. They may pay the fees and become members or subscribers. The licensing fee arrangement will only be available 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 the husband and wife cue in their own right. For callers and cuers who do not belong to CALLERLAB and/or ROUNDALAB, the individual caller or cuer may negotiate directly with BMI and ASCAP but at a much less favorable rate. The overall thrust here is that it appears joint negotiations will make it possible to offer this arrangement to the square dance callers and cuers at a very favorable rate and a substantial savings to all clubs who avail themselves of the callers and cuers who are so licensed.

The effective dates for licenses are April 1, 1991 through March 31, 1992.

This is not intended to be legal advice. We simply wish to alert you as to possible consequences if no license is obtained and a representative from BMI and/or ASCAP becomes aware of your special event.

Health & Happiness in 1991 - John & Freddie Kaltenthaler
FY1 - Press Release Aimed at Clubs/Callers (National SD Directory List)

In October 1990 many clubs and callers received a mailing from Broadcast Music Inc (BMI) offering contracts for the use of copyrighted music. The proposed rate for these licenses was $15 per dance. Responding to the uproar of concern that resulted, CALLERLAB and ROUNDALAB entered into negotiations with BMI. The goal was to arrange a licensing agreement that would be reasonable in cost and would relieve the individual clubs from the responsibility for the license.

Representatives from CALLERLAB and ROUNDALAB met with BMI to explain the square dance activity and explore possible licensing arrangements. BMI explained that it was not their intention to disrupt the square and round dance activity. They wished only to receive the fees to which they are legally entitled. They apologized for the impact of their mailing and granted a waiver to all those who received it pending the outcome of negotiations. They did make the point clearly that any use of copyrighted music is illegal unless a license is obtained.

BMI is one of the two major associations that administer copyright control for the composers and publishers of music. The other is the American Society of Composers, Authors and Publishers (ASCAP). These two associations are the legal representatives of the composers of most of the music you hear today and most of the singing calls and round dance tunes used in the square dance activity. Patter call music is often in the public domain which means it is old enough to no longer be covered by copyright or it was never covered under copyright in the first place. CALLERLAB and ROUNDALAB have now negotiated successfully with both organizations. Licenses will be issued through the two organizations to callers and round dance leaders. Use of licensed leaders will relieve the clubs of the obligation to have a license for regular dances workshops and classes.

There are a variety of ways to license the use of copyright music. One is to license the promoter of the event. This generally applies to concerts and other events in which live music is played or large attendance is expected. The rate for such licenses varies with the numbers in attendance and the fees charged for the event. This is the licensing form that will cover the National Square Dance Conventions and most of the larger festivals on an area or state wide basis. A second licensing method is to negotiate with each individual or club sponsoring a dance or workshop. It is this basis that was proposed with the BMI letters mailed in October. The rate for the BMI portion was $15 per dance (class, workshop or club dance). A similar license would probably have to be negotiated for ASCAP music.

The agreement being negotiated by the two professional dance leader organizations with both BMI and ASCAP provides licensing for the performer rather than the sponsor of the event. CALLERLAB and ROUNDALAB felt that the dance activity would be better served by this type of arrangement. BMI/ASCAP insisted that every US member of both organizations be licensed. This will, of course, require a substantial increase in membership fees for US members to cover the dues, insurance, license fee and the cost of administering the agreement and will be mandatory. (Non-US members only require the license when they are performing in the US.) In order to allow license coverage for callers and round dance leaders who are not now members of CALLERLAB and/or ROUNDALAB, all callers and cuers may apply for and receive the BMI/ASCAP licenses upon payment of appropriate fees and dues and become affiliated with CALLERLAB.

The effect of this licensing agreement is to allow clubs and individuals sponsoring square and round dances to meet the legal requirements by hiring callers and round dance leaders who are licensed. The club is thereby relieved of the legal responsibility to obtain a license for that event. The Boards of Governors of both CALLERLAB and ROUNDALAB are pleased that satisfactory negotiations are nearing

Good Recruiting - George & Pat White
completion that will reduce the administrative confusion and cost for the sponsors of square dance events.

Any club whose regular caller(s) or cuers are not already members of the two professional organizations for callers and cuers (CALLERLAB and RONDALAB) might want to encourage them to join in order to assure that they meet the legal requirement for licensed use of music. All clubs are encouraged to consider helping the caller and cuer dance leaders to cover the increased cost of this recently discovered legal requirement. The added cost to each caller or cuer will be substantial depending on the frequency of performance and membership status.

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FYI - Press Release to all SD Publications

In October 1990 many clubs and callers received a mailing from Broadcast Music Inc (BMI) offering contracts for the use of copyrighted music. The proposed rate for these licenses was $15 per dance. Responding to the uproar of concern that resulted, CALLERLAB and RONDALAB entered into negotiations with BMI. The goal was to arrange a licensing agreement that would be reasonable in cost and would relieve the individual clubs from the responsibility for the license, thus reducing overall costs for the entire Square Dance Activity.

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Callers and round dance leaders who are members of either organization will receive information about licensing through their professional organization. If you wish to learn more about membership requirements, please contact:

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<th>CALLERLAB</th>
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<tr>
<td>PO BOX 679</td>
<td>4918 19th ST SE</td>
<td>3 CHURCHILL RD</td>
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<td>717-646-8411</td>
<td>507-288-6060</td>
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The Best to You in 1991 - Your Office Staff - Betty, Barbara & Carol
IN SYMPATHY

We are deeply saddened by the loss of one of our founders and very active member, JACK LASRY, Hollywood, FL passed away on October 9, 1990. Our deepest sympathies to Carolyn, his wife and children. The many contributions Jack made to both CALLERLAB and the Square Dance Activity will long be remembered. His influence as a friend, leader and teacher has affected the lives of many.

Anyone wishing to make a donation in Jack's memory is encouraged to make such a donation to the PKR FOUNDATION (Polycystic Kidney Research Foundation), 922 Walnut Street, Suite 411, Kansas City, MO 64106. It is important that you note that your donation is being made in Jack's memory.

KEEP/DROP BALLOTING RESULTS — MSQS & PQS

Mainstream Quarterly Selection keep/drop balloting resulted in two calls being dropped—FERRIS RECYCLE and SPIN CHAIN & SCOOT THRU. The only current Mainstream Quarterly Selection is LINEAR TAG.

Mainstream Quarterly Selection Chairman Walt Cooley, Jr., announced that "NO NEW MOVEMENTS" was selected by his committee for the period beginning January 1, 1991.

PLUS QUARTERLY SELECTION PROGRAM & KEEP/DROP BALLOTING RESULTS

RIGHT & LEFT BY was voted to be dropped as a Plus Quarterly Selection. The current Plus Quarterly Selections are: CHASE AND FOLLOW and STAR TRACK.

PLUS KEEP/DROP BALLOT

A keep/drop ballot for the Plus Quarterly Selection CHASE AND FOLLOW is enclosed with this issue of DIRECTION. Please take a few minutes to complete this ballot and return to the CALLERLAB Home Office no later than FEBRUARY 1, 1991.

ADVANCED QUARTERLY SELECTION PROGRAM

The only current AQS is ROTARY SPIN.

MAINSTREAM EMPHASIS CALLS

ALL EIGHT CIRCULATE (waves & columns) and WALK & DODGE are the Mainstream emphasis calls for the 4th quarterly of 1990. BOX THE GNAT and BOX AND SPLIT CIRCULATE are the emphasis calls for the 1st quarter of 1991.

PLUS EMPHASIS CALLS

The call COORDINATE was the Plus emphasis call for the 4th quarter of 1990. TRADE THE WAVE is the Plus emphasis call for the 1st quarter of 1991.

CALLERLAB FOUNDATION FUND RAISING UPDATE

Project Coordinator, Jerry Junck, and his vice chairman, Tim Marriner, wish to take this opportunity to remind you that fund raising for the CALLERLAB FOUNDATION FOR THE PRESERVATION AND PROMOTION OF SQUARE DANCING is an ongoing project. The last two years have been successful and productive. Through the efforts of dedicated callers, such as each of you, the FOUNDATION has been able to accomplish projects which were thought too ambitious just a few years ago. Please support the CALLERLAB FOUNDATION every time an opportunity arises. Let's continue to sponsor fund raising dances — the majority of the
proceeds may be contributed to the FOUNDATION. This is also a great opportunity to show your area callers and dancers what the CALLERLAB FOUNDATION has done and let them know what we are planning to do to promote Square Dancing everywhere.

1991-92 DUES/FEES NOTICE

Your 1991-92 dues and fees notice has been included in this mailing. As you will see, the dues have not been increased over the last year. However, US callers are required to enroll under the CALLERLAB group liability and accident insurance policies. US callers are also required to be licensed through CALLERLAB for their BMI/ASCAP licensing.

Should you have any questions, please do not hesitate to call the new CALLERLAB 800# -- 1-800-331-2577.

MEMBERSHIP RECRUITING CAMPAIGN

Congratulations to Stan Burdick! Stan successfully recruited 27 new callers for CALLERLAB! Congratulations to all of you -- we were successful in recruiting a total of 78 new members during this campaign. Remember, now that negotiations are near completion for suitable licensing arrangements, you will have an even greater reason to be a member of CALLERLAB. Use this to your advantage and to recruit new members.

CALLERLAB TRAIL END DANCES

Attached to this issue of DIRECTION you will find a ballot listing all those callers who volunteered to call at either the Mainstream or Plus Dance Trail End Dance to be held in conjunction with the 40th National Square Dance Convention, Salt Lake City, UT. These dances will be held on Wednesday, June 26, 1991. The times will be announced at a later date.

A total of twenty-four (24) callers will be selected to call. Kindly take the time to complete your ballot now. It must be returned to the CALLERLAB Home Office NO LATER THAN FEBRUARY 1, 1991! Please note that you are voting for callers to represent CALLERLAB. Select the best callers for the job which reflects well on CALLERLAB.

DATES TO REMEMBER --

JANUARY 5, 1991 - All payments for discounted registration for the Las Vegas Convention must be received by the office.

FEBRUARY 15, 1991 - All full payments for the Las Vegas Convention must be received by the office. All payments after that date will be subject to the $10 per person late charge.

1991 CONVENTION UPDATE

The Executive Committee met at the Aladdin Hotel in November. Each member of the Executive Committee asked that we advise you that the facilities are some of the best we have had in a long time. The convention center is all on one floor and the Exhibitor area is very close to the main convention area and yet it has sound isolation from the rest of the meeting space.
We will have many of the usual features and some new and exciting things as well. There will be demonstrations during the lunches and during the Monday night banquet. We will also have a short demonstration/entertainment feature that several of you asked about after the Orlando convention.

We will have a new feature this year with sessions staffed by the Accredited Caller-Coaches to enable any of you to ask specific questions about calling or to ask some "what if" type questions. Your comments on sessions of this nature will be very much appreciated.

We will have four Board of Governor informal sessions which are held each year to enable you to speak directly to various members of the Board to ask questions or to make suggestions.

Several interest sessions are scheduled including a session for the women callers. Other interest sessions include: Afterparties, Making the Routine Fun, Choreography through Managing Formations/Arrangements, Voice, Showmanship, Teaching Techniques, History and Heritage (South Central US and Appalachia), KISS (Keep It Successfully Simple), Degree of Difficulty, and of course a full range of sessions geared especially for the partners including a fashion show.

All committees who requested meetings will have them with an evening meeting by the Contra and Traditional Committee which usually involves a dance session.

Convention Tapes International will again be taping the interest sessions with their normal excellent quality tapes at very reasonable prices.

All in all it promises to be another fine convention. We sincerely hope that you are able to attend. Register as soon as possible. The sooner you send in your full payment, the less expensive the convention will be.

TRANSITION - CHANGE OF EXECUTIVE SECRETARIES

By now all of you realize that John Kaltenthaler is retiring as Executive Secretary after serving faithfully for 15 years. He will be replaced by George White, a very capable caller, who will be operating out of Rochester, MN. The new home office's address will be 4918 - 19th St SE, Rochester, MN 55904 - Telephone 507/288-6060.

Effective APRIL 1, 1991, all correspondence should be sent to that address. John will continue to serve CALLERLAB through the end of the fiscal year (May 31st) and close out the books from the Pocono Pines Office. The 800 number will "relocate" effective April 1, 1991 and will be answered in Rochester, MN.

George, of course, will have his own staff. Betty, Barbara and Carol have been with us and done a terrific job for many years. Our thanks to them as they wind down their employment.

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.

HAPPY NEW YEAR !!!
Selected items are offered for sale to members, subscribers and apprentices at prices as shown. When prior arrangements are made and at conventions, costs may be reduced by the amount of postage. Items follow with prices (including postage) as listed:

**CALLERLAB PERMANENT BADGES (individualized with name)** 7.00
**CALLERLAB DECALS (see below for styles and sizes)** .50
**CALLERLAB RECOGNITION PINS (Pins or Charms)** 5.00
**CALLERLAB TWENTY-FIVE YEAR PINS**

- **CALLERLAB 3 Ring Binders**
- **CALLERLAB Zipper Portfolio**
- **Confirmation agreement forms (pack of 25)**
- **Square Dance Building Guidelines (Booklet)**
- **CALLERLAB Mini-Fix Screwdriver set**
- **Dance Program Lists Mainstream or Plus**
- **Dance Programs Advanced, C-1 or C-2**
- **Mainstream Definitions**
- **Plus Definitions**
- **Advanced Dancing Definitions**
- **C-1 Definitions**
- **Advanced Dancing Booklets (pack of 10)**
- **Glossary**
- **Partner Handbook**
- **Community Dance Programs**
- **Curriculum Guidelines For Caller Training**

**NOTE:** Decals are available in the following sizes and styles:

- **Subscribers/Apprentices** 3½” Diameter – white – outside use.
- **Members** 3½” Diameter – white – outside use.
- **Members** 3” Diameter – clear – outside use.
- **Members** 3” Diameter – white – inside use.

Logos shown below may be reproduced on your stationery, flyers, etc. Please be sure to use the "member", "subscriber", or "apprentice" category as appropriate. (Important Note: The logo which appears on CALLERLAB envelopes, etc., showing a star at the bottom center, is reserved for corporate use ONLY and should not be reproduced in any form.)