

Off-Broadway—Commercial Productions
Minimum Basic Agreement Rate Schedule

Rates effective July 1, 2019—June 30, 2020

Fees:

| <u>Category</u> | <u>Director</u> | <u>Choreographer</u> | <u>Director- Choreographer</u> |
|-----------------|--------------------------|----------------------|--------------------------------|
| A | Fee: \$ 6,832 | \$ 5,466 | \$ 12,298 |
| 100-199 seats | <u>Advance:</u> \$ 4,431 | <u>\$ 3,545</u> | <u>\$ 7,976</u> |
| | Total: \$ 11,263 | \$ 9,011 | \$ 20,274 |
| B | Fee: \$ 8,529 | \$ 6,823 | \$ 15,352 |
| 200-299 seats | <u>Advance:</u> \$ 5,234 | <u>\$ 4,187</u> | <u>\$ 9,421</u> |
| | Total: \$ 13,763 | \$ 11,010 | \$ 24,773 |
| C | Fee: \$ 10,228 | \$ 8,182 | \$ 18,410 |
| 300-399 seats | <u>Advance:</u> \$ 6,043 | <u>\$ 4,834</u> | <u>\$ 10,877</u> |
| | Total: \$ 16,271 | \$ 13,016 | \$ 29,287 |
| D | Fee: \$ 11,972 | \$ 9,578 | \$ 21,550 |
| 400-499 seats | <u>Advance:</u> \$ 8,053 | <u>\$ 6,442</u> | <u>\$ 14,495</u> |
| | Total: \$ 20,025 | \$ 16,020 | \$ 36,045 |

Royalties:

| <u>Paid on Gross:</u> | <u>Director</u> | <u>Choreographer</u> | <u>Director- Choreographer</u> |
|-----------------------|-----------------|----------------------|--------------------------------|
| | 2% GWBOR | 1.5% GWBOR | 2.75% GWBOR |

-OR-

Paid on Net Operating Profits:

Director (Musical): The greater of i) 5.5% of weekly NOP until 200% of recoupment, and 6.875% thereafter; or ii) a minimum weekly guarantee of \$530 for Category C&D theatres and \$428 for Category A&B theatres.

Director (Non-Musical): The greater of i) 7% of weekly NOP until 200% of recoupment, and 8.75% thereafter; or ii) a minimum weekly guarantee of \$530 for Category C&D theatres and \$428 for Category A&B theatres.

Choreographer: The greater of i) 4.4% of weekly NOP until 200% of recoupment and 5.5% thereafter; or ii) a minimum weekly guarantee of \$387 for Category C&D theatres and \$321 for Category A&B theatres.

Director-Choreographer: The greater of i) 7.7% of weekly NOP until 200% of recoupment and 9.625% thereafter; or ii) a minimum weekly guarantee of \$728 for Category C&D theatres & \$590 for Category A&B.

Pension:

| | |
|------------------|---|
| Initial payment: | 4% of fee and advance |
| Weekly payments: | \$140 (begins with first week of rehearsal) |

Health:

| | |
|------------------|---|
| Initial payment: | 4% of fee and advance |
| Weekly payments: | \$220 (begins with first week of rehearsal) |

Per Diem: \$315

Contact:

Adam Levi

ALevi@SDCweb.org; ext. 245
 rev. 10/2/2019



Off-Broadway—Institutional Not-For-Profit Minimum Basic Agreement Rate Schedule

Rates effective July 1, 2019—June 30, 2020

Fees:

| <u>Category</u> | <u>AGWBOR¹</u> | <u>Director</u> | <u>Choreographer</u> | <u>Director- Choreographer</u> |
|------------------|---------------------------|-----------------|----------------------|--------------------------------|
| AA | 0-\$25,000 | \$ 6,300 | \$ 5,040 | \$11,340 |
| AA+ ² | 0-\$25,000 | \$ 9,000 | \$ 7,200 | \$16,200 |
| BB | \$25,000-\$45,000 | \$ 9,908 | \$ 7,926 | \$17,834 |
| CC | \$45,001-\$70,000 | \$10,437 | \$ 8,350 | \$18,787 |
| DD | \$70,001-\$115,000 | \$12,291 | \$ 9,833 | \$22,124 |
| EE | \$115,001+ | \$13,169 | \$10,535 | \$23,704 |

- 1- Minimum Fees for Institutional Not-For-Profits are determined by the SDC/League Labor Management Committee based on each individual theatre space's Average Gross Weekly Box Office Receipts (AGWBOR)
- 2- Institutional Not-For-Profit theatre spaces in the "AA+" category are determined by the SDC/League Management Committee

Royalties:

| <u>Director</u> | <u>Choreographer</u> | <u>Director- Choreographer</u> |
|---|----------------------|--------------------------------|
| 2% GWBOR | 1.5% GWBOR | 2.75% GWBOR |
| Commencing with the seventh (7 th) week of performance. | | |

Pension:

| | |
|------------------|---|
| Initial payment: | 4% of fee and advance |
| Weekly payments: | \$125 (begins with first week of rehearsal) |

Health:

| | |
|------------------|---|
| Initial payment: | 4% of fee and advance |
| Weekly payments: | \$190 (begins with first week of rehearsal) |

Per Diem:

\$313



Off-Broadway—Fees for Tours
Minimum Basic Agreement Rate Schedule

Rates effective July 1, 2019—June 30, 2020

| | | |
|--|-----|----------|
| Minimum Fees for Directors-Musical | Fee | \$20,619 |
| Minimum Fees for Choreographers-Musical | Fee | \$17,205 |
| Minimum Fees for Directors-Dramatic Production | Fee | \$17,489 |

See Article XVII. (B)(4)(b) of the Off-Broadway Agreement for Minimum Royalties for Off-Broadway Tours