



Off-Broadway—Commercial Productions
Minimum Basic Agreement Rate Schedule

Rates effective July 1, 2021—June 30, 2022

Fees:

<u>Category</u>	<u>Director</u>	<u>Choreographer</u>	<u>Director- Choreographer</u>
A	Fee: \$ 7,213	\$ 5,770	\$ 12,983
100-199 seats	<u>Advance:</u> \$ 4,678	<u>\$ 3,742</u>	<u>\$ 8,420</u>
	Total: \$ 11,891	\$ 9,513	\$ 21,403
B	Fee: \$ 9,005	\$ 7,204	\$ 16,209
200-299 seats	<u>Advance:</u> \$ 5,526	<u>\$ 4,421</u>	<u>\$ 9,947</u>
	Total: \$ 14,108	\$ 11,625	\$ 26,156
C	Fee: \$ 10,798	\$ 8,638	\$ 19,436
300-399 seats	<u>Advance:</u> \$ 6,380	<u>\$ 5,104</u>	<u>\$ 11,484</u>
	Total: \$ 17,178	\$ 13,742	\$ 30,920
D	Fee: \$ 12,639	\$ 10,111	\$ 22,750
400-499 seats	<u>Advance:</u> \$ 8,501	<u>\$ 6,801</u>	<u>\$ 15,302</u>
	Total: \$ 21,140	\$ 16,912	\$ 38,052

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: \$160 (begins with first week of rehearsal)

Health:

Initial payment: 4% of fee and advance
 Weekly payments: \$240 (begins with first week of rehearsal)

Per Diem: \$315

Contact:

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

Rates effective July 1, 2021—June 30, 2022

Fees:

<u>Category</u>	<u>AGWBOR¹</u>	<u>Director</u>	<u>Choreographer</u>	<u>Director- Choreographer</u>
AA	0-\$25,000	\$ 6,619	\$ 5,295	\$11,914
AA+ ²	0-\$25,000	\$ 9,456	\$ 7,565	\$17,021
BB	\$25,000-\$45,000	\$ 10,410	\$ 8,328	\$18,738
CC	\$45,001-\$70,000	\$10,965	\$ 8,772	\$19,737
DD	\$70,001-\$115,000	\$12,913	\$ 10,330	\$23,243
EE	\$115,001+	\$13,836	\$ 11,069	\$24,905

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:	\$140 (begins with first week of rehearsal)

Health:

Initial payment:	4% of fee and advance
Weekly payments:	\$210 (begins with first week of rehearsal)

Per Diem:

\$313

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

Rates effective July 1, 2021—June 30, 2022

Minimum Fees for Directors-Musical	Fee	\$21,768
Minimum Fees for Choreographers-Musical	Fee	\$18,164
Minimum Fees for Directors-Dramatic Production	Fee	\$18,464

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